COACH MART

The weekly for the coach industry

Issue 659 £1

October 3rd, 1991

WE PUT THE SKIDS UNDER OPERATORS

Mercedes launches £160m family

PLUS:

- London Coaches buyout bid
- Hills of Tredegar crisis
- DTP stalls traffic report

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AEC

1977 Plaxton Express, 53 seater, semi-auto gearbox, Bristol Dome, white/black exterior, autumn tint moquette. MoT 03.10.91. Stock No. 0006.

MAGIRUS

1983 Magirus Deutz A[illegible] 55 seats, WC, servery, TV/video, Webasto [illegible], carpets, o/s continental door, MoT 8/3/92. S[illegible] No 1075. SOLD

VOLVO

1987 B10M Plaxton 3500, 49/53 recliners, 6 speed gearbox, O/S rear sunken to[illegible] S continental door, curtains, courier seat, c[illegible]k, side lockers, driver's fan, MoT 24.01.92. Stock No.1050. SOLD

1983 B10M Jonckheere P599, 48 seats, 6 speed gearbox, curtains, toilet, drinnks machine, MoT 29.11.91. Stock No. R037.

1983 Volvo B10M 12 metre, 57 seater, Duple Laser, PA/radio/cassette, 6 speed ZF manual gearbox, MoT 15.07.92. Stock No. 1074.

1980 B58 Caetano Alpha [illegible] metre, 51 seats, power door, Telma, white [illegible] moq, MoT 27.01.92. Stock No. 0014. SOLD

1980 B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, power door, tinted windows, curtains, side lockers, MoT 17.12.91. Stock No. 0012.

1973 B58 Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, side lockers, MoT 03.10.91. Stock No. 1047.

BEDFORD

1980 PJK, 29 seat, Duple Dom, Stock No. 0007.

1975 YRQ Plaxton, 45 seats, power door, side lockers, private plates, Stock No. 1062.

LEYLAND

1982 Duple Dominant, 51 reclining seats, 6 spd gearbox, side lockers, MoT 21.01.92. Stock No. 9033.

1981 Plaxton, 53 seats, 5 spd split gearbox, autumn tint moquette, side lockers, MoT 13.06.92. Stock No. 1073.

1981 Leopard Duple Dominant, 53 seats, 6 speed ZF g/box, red moq, livery white. Stock No. M9012.

1981 Leopard Plaxton Supreme, 12 metre, 49 recliners, 6 speed ZF gearbox, cream interior, autumn tint moquette. MoT 25.10.91. Stock No. 9011.

1980 Leopard Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers. Stock No. 9009.

SCANIA

1986 K112 Plaxton 3500, 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock Number 1063.

1986 Berkhof Eclipse dou[illegible]deck, 76 seats, toilet, double glazed windo[illegible], coffee machine, livery maroon/white, MoT 3/[illegible]. Stock No. 0021. SOLD

CUMMINS

1985 Duple 425 (Cummins), 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitors, continental door, courier seat.

SETRA

1987 S215 HR (Rational) Mercedes, V8 engine, 6 speed ZF gearbox, Voith retarder, 47 recliners, toilet, drinks, fridge, TV, Webasto, curtains, MoT 9.6.92. Stock No. 1072.

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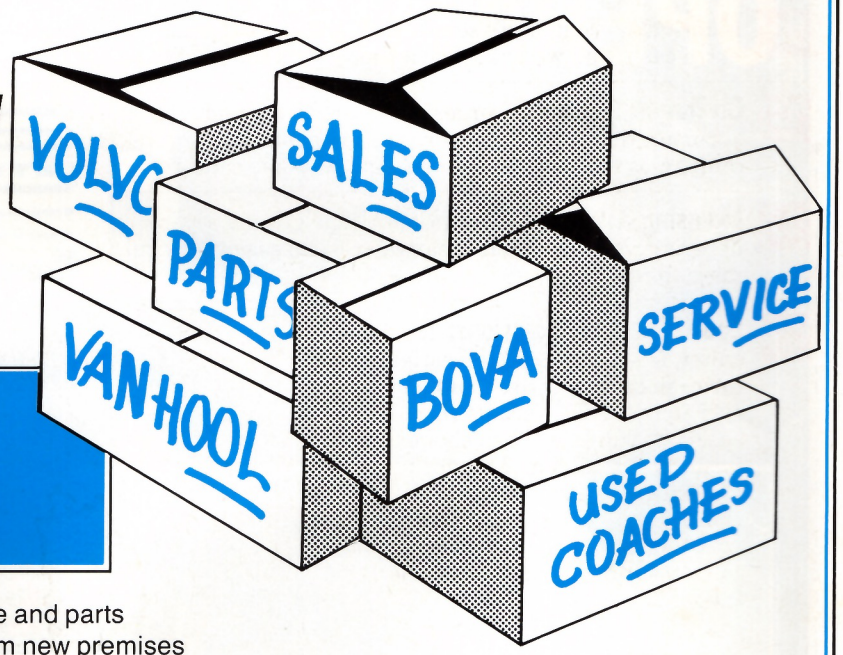
THE MOSELEY COACH DIVISION IS ON THE MOVE...



and will shortly be relocating to... DONCASTER

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- After Sales Service and Parts support.
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MOSELEY

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More trouble for Hills of Tredegar

– page 5

Make the most of all those money-making opportunities this Christmas

– page 29

COMMENT

OPERATORS will greet with great sadness the news that Hills of Tredegar is in the hands of administrators (page 5).

That an old-established company such as Hills is facing a financial crisis is, perhaps, a sign of the times. Thankfully, the directors spotted the signs early enough to avoid liquidation and all the blood-letting that brings.

Under administration, Hills will continue to trade while a buyer is sought. Now, more than ever, the firm needs the support of its old colleagues if it is to pull through. As always, it still needs work and the co-operation of the industry. At stake are 60 full-time jobs for men and women.

However, it is sad that Hills saw fit to make no comment whatever to the press and others when some of its vehicles were auctioned off by the tax office. It was no big secret - an advertisement appeared in this magazine - and Hills' lack of explanation only added to the uncertainty.

Other operators would no doubt sympathise with any firm in the clutches of the taxman, particularly if made aware of the reason. There may be a lesson to be learned from Hills' experience. Or perhaps the whole affair was quite innocent.

There's a world of difference between revealing commercially-sensitive plans and answering straightforward questions about prickly, public issues. Operators can, however, be certain that the public in general, and business in particular, gets suspicious if left to grope through the fog of half-truths.

VISCOUNT Ullswater would appear to have at least a smear of egg on his face following his scrambled interpretation of the new EC bonding proposals (page 5).

The tourism minister is not alone in being confused - only the draft legislation will reveal what the Government truly has in store for us all. But his letter to Barry Field may have added to the confusion.

The DTI appeared to have its work cut out last week assessing the replies to its proposals. So much so, it was taking its time giving *Coachmart* reporters a definitive reply.

The package deal legislation will apply to ALL tours, whether emergency repatriation is a possibility or not.

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2. 1016/S **Mercedes 307 D Ensor Minibus** First Reg. 06.06.83, Mercedes gearbox, rear door, heating, radio/PA/cassette, 12 seats, interior red/orange, exterior white, NEW MOT — £3900

3. 849/S **Daimler Fleetline Double Deck** First Reg. 01.01.77, Gardner engine, autosteer, 76 seats, 8 standees, interior red, exterior blue/cream, NEW MOT — £4950

4. 1013/S **DAF MB200 Plaxt[illegible] preme IV** First Reg. [illegible] peed ZF manual ge[illegible] or, 3 heaters, 49 fixed se[illegible] nterior green, exterior white, MOT 19.03.92 — SOLD — £7500

5. 979/S **DAF DKTL Duple Dominant IV** First Reg. 05.12.80, 6 speed ZF splitter gearbox, Webasto, power door, 2 side lockers, curtains, 50R seats, interior brown/orange, exterior re-painted in white, MOT 23.01.92 — £15750

6. 1017/S **M.A.N. SR280 Integral** First Reg. 05.05.81, manual 6 speed ZF gearbox, Telma, wheel disc covers, Webasto, power door, 3 integral side lockers, R/O/S toilet, drinks machine, TV/Video, radio/PA/cassette, 49R seats plus courier, interior brown, exterior cream/brown, MOT 19.12.91 — £18750

7. 1012/S **Leyland Tiger Plaxton Viewmaster** First Reg. 08.04.82, 6 speed ZF gearbox, power door, 4 heaters, 3 side lockers, rear sunken toilet, drinks machine, bunk, curtains, double glazing, radio/PA/cassette, 49 seats, interior red, exterior white/purple, MOT 02.05.92 — £17500

8. 1022/S **MAN SR280 Integral** First Reg. 28.04.81, manual gearbox, wheel discs, W[illegible], power door, integra[illegible] R/O/S toilet, contine[illegible] le glazing, blinds, [illegible]deo, radio/PA/cassette, 49/53 seats and courier, interior brown/orange, exterior green/gold, MOT 21.02.92 — SOLD — £16750

9. 1015/S **Leyland Tiger 245 Plaxton 3500** First Reg. 01.01.83, semi-automatic gearbox, power door, side locker, ducted heating, auxiliary heating, R/O/S continental door, R/O/S toilet, double glazing, drinks machine, radio/PA/ cassette, 48R seats, interior maroon stripe, exterior red/brown/beige, MOT 13.02.92 — £25450 ~~£28500~~

10. 890/S **DAF MB200 DKFL Caetano Algarve** First Reg. 01.04.84, manual 6 speed ZF splitter gearbox, pannier lockers, power door, continental door, ducted heating, curtains, radio/PA/cassette, 53 seats and courier, interior two tone red stripe, exterior white, MOT 18.06.92 — £29500

11. 1025/S **Leyland Royal Tiger Doyen** First Reg. 22.05.86, hydracyclic gearbox, wi[illegible] integral side lockers [illegible] and auxiliary, power d[illegible] door, centre toilet, fridge, double glazing, 49 seats and crew, interior grey, exterior white, MOT 24.11.91 — SOLD — £29750

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■COACH

Hills of Tredegar goes on the market

HILLS of Tredegar is in the hands of the administrators and up for sale as a going concern.

The Welsh coach company, established in the 1920s, appointed receivers, Touche Ross of Cardiff, last Thursday as trading became difficult. It had already watched some of its vehicles sold at auction by the tax office (*Coachmart,* August 15).

Hills was plagued with problems after the death of Harry Hill, part of the family which founded the firm. Now, a source close to the company says the workforce may be cut from 80 to 62 if a quick sale is not achieved, and some holidaymakers may lose their money.

'The company has a good asset base,' said a spokesman for Touche Ross. 'We are confident we will be able to find a buyer though this may take a question of weeks rather than days.'

He said Hills would be honouring some contracts - including one with the Welsh Rugby Union to ferry the team during the World Cup - but confirmed there were a number of people who might lose money.

Touche Ross receivers, Robert Ellis and David Bird, say Hills' turnover last year was around £2.1 million but the company has not filed full accounts since '88/'89, when it recorded a loss of £114,000 before tax.

Assets include freehold garage and workshop premises of 15,000 square feet in the 1.6-acre site and the fleet of 40 Plaxton and Duple coaches.

Speculation that Midland Fox subsidiary, Tellings Golden Miller, may be interested in Hills could not be confirmed as *Coachmart* went to press this week.

■TOURS

Tourism minister in EC bonding rumpus

TOURISM minister, Viscount Ullswater, says new EC bonding legislation will NOT apply to operators of domestic tours.

Holiday watchdog, ABTA, described the announcement as 'alarming,' and the Bus & Coach Council said it was at a loss to explain the statement: 'It has been my understanding that the DTI quite clearly are including domestic packages,' said the BCC's Phillip Carlisle.

Viscount Ullswater made his controversial remark in a letter to Isle of Wight MP, Barry Field. In reply to a question from Shanklin hotelier, Norman Birch, Viscount Ullswater says: 'I do not think that Mr Birch has cause for concern since the packages he offers do not risk the need for repatriation, and DTI are not proposing licensing in such cases, because they wish to avoid unnecessary burdens on the industry.'

However, the BCC said it was 'slightly alarmed' by the letter: 'In my discussions with the DTI, I have always understood that, if pre-payments are involved, holidays will be covered by the legislation,' said Mr Carlisle.

'I'd be very surprised if Viscount Ullswater was right. The directive makes no differentiation as far as I am aware.'

ABTA was equally confused by the statement: 'Any consumer should be protected the moment he or she puts money on the table,' said a spokesman.

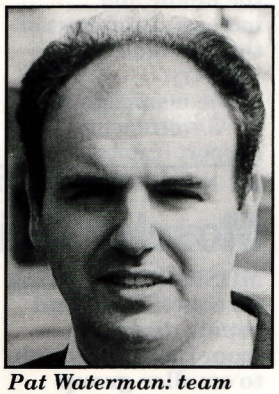
'Only this week we have the news that a Newcastle coach operator has gone bust with customers losing their money. Therefore I rest my case.'

The DTI and Viscount Ullswater were unavailable for comment.

■BUYOUT

Waterman leads London Coaches' buyout team

LONDON Coaches managing director, Pat Waterman, is leading a management buyout bid for the London Buses subsidiary which was put up for sale in August.



Pat Waterman: team leader.

Consultants specialising in management buyouts from the public sector, The Capita Group Plc, is advising the company on its attempts to become the first owners of one of the 13 LBL companies planned for sale in the Government's privatisation programme.

London Coaches was established in April 1989 and is a stand alone company which runs the 'Original London Sightseeing Tour Operation', North Kent commuter coach services and a tours and charter business.

And it is because of its such diverse activities that Paul Campbell of Capita believes the management bid is well placed to succeed. He told *Coachmart:* 'The company is well suited for a buyout of this kind beause of the intricate nature of its business. It is not a natural fit for a normal bus or coach operator.'

It is believed that Mr Waterman and three other senior management are spearheading the buyout which will involve active participation from the workforce.

■TOURS

ABTA warns EC plans may cost Britons cash

HOLIDAY watchdog, ABTA, has warned that British holidaymakers may lose millions if loopholes in new EC bonding proposals are not plugged.

The Association of British Travel Agents says operators who organise packages 'occasionally' or whose tours are 'tailor-made' are not covered by new licensing proposals, leaving customers completely unprotected.

ABTA wants the legislation to cover all package organisers.

'Unless these loopholes are plugged, customers will lose out,' said ABTA president, John Dunscombe.

'Standards set by ABTA are at risk of being diluted if the Government's proposed measures are not improved.'

ABTA says it is alarmed that the new measures do not oblige operators to take out liability insurance to cover death and personal injury to the customer.

And it has slammed the decision to make travel agents criminally liable if health or visa information given to holidaymakers proves incorrect.

'Travel agents will be reluctant to offer any advice to customers if they could be imprisoned for doing so,' said Mr Dunscombe.

He said that even doctors were not held liable for inaccurate health advice.

BRIEFS

● **YORKSHIRE Rider, one of the county's leading operators, has received a commendation award in the companies category of the 10th Queen Mother's Birthday Awards.**

They are given by the Tidy Britain Group in recognition of outstanding efforts in promoting environmental improvement.

● GREATER Manchester Buses has announced that the smoking ban on all its vehicles will become effective from January 1 next year.

The company's chief executive and managing director, Alan Westwell, said: 'A telephone survey showed that 85 percent of callers were in favour of the ban.'

● **EAST Kent Buses has continued its 75th birthday celebrations by taking 60 local school children for a day trip to France.**

With the help of P&O Ferries, the Canterbury, Kent, company took pupils from schools in Margate and Folkestone to a meal in a country restaurant and then shopping in Boulogne.

● SCOTTISH Citylink Coaches and Strathclyde police have joined together to train staff in crime prevention at the Buchanan Street, Glasgow, bus station.

The three-month campaign centres around the west of Scotland terminus which deals with more than 50,000,000 passengers a year.

● **THE Department of Transport has produced a new leaflet advising companies on how to operate 'Park and Ride' schemes.**

Copies are available free of charge from: The Department of Transport, Traffic Policy Division, Room C10/12, 2 Marsham Street, London, SW1P 3EB. Tel: 071 276 6286.

■CAMPAIGN

Owen has high hopes for new BCC campaign

THE Bus & Coach Council's outgoing president, John Owen, believes that the BCC's *Putting Passengers First* manifesto will keep public transport high on the political agenda.

Speaking at the press launch last week, Mr Owen said: 'After a decade of change now is the time to address the key issues - especially the contribution buses and coaches can make to congestion and the environment.

'There's an election coming and transport is becoming an issue. Along with the creation of a single European market there are a lot of things coming together.

'Our aim is to raise the profile and increase awareness of the bus and coach industry.'

The manifesto calls for Government support (capital allowances and retention of both fuel rebates and VAT zero rating), and an independent review of competition.

Mr Owen added: 'Obviously if the industry is not in a position to generate an adequate return, it can not buy new vehicles. There is a danger of having no home base.'

The BCC says coaches should have equal access to bus priority schemes and improved set down/pick up facilities are needed in most towns, says the BCC.

Fearing harmonisation across the EC, the manifesto wants speed limits to be determined by each country.

Claiming that bus and coach services are unlike other industries, Mr Owen said: 'Our customers tell us they want co-ordination.'

John Owen (above left) and Trevor Smallwood at the BCC launch.

The BCC has suggested Area Transport Boards (ATBs) to provide a stable financial framework for local bus service planning, and support for deregulation is confirmed.

Mr Owen explained: 'We don't want to see a major upheaval, hence the desire to retain deregulation.'

Director general, Veronica Palmer, justified the BCC's welcome for London privatisation and deregulation. 'Our support is based on a wide experience throughout the UK of the success of deregulation. Some operators in London were opposed, but not the major operator - London Buses.'

Bill Cottham, of Yorkshire Rider, and Badgerline's Trevor Smallwood claimed tangible benefits from deregulation.

Mr Cottham said: 'In West Yorkshire there are more buses and more innovation. Fares have only increased in line with inflation. Our unit costs have been cut by 31 percent in real terms, and staff are better motivated.'

And Mr Smallwood said 25 percent more passengers are using buses in Bristol.

Mr Owen quoted novel forms of local fund raising in France and the USA as inspiration for a proposed tax on private cars to fund the ATBs.

■ENGINEERING

Moseley division to move

MOSELEY is moving its coach sales and repair divisions from Loughborough to smaller group premises in Carcroft, near Doncaster.

Managing director, Vin Moseley, said the majority of the 20-strong workforce had agreed to the move, which involves a one-hour journey, but that a 'nominal' number refused and would lose their jobs.

'The space we have occupied in group headquarters in Loughborough for the past 10 years has become too large for our needs at a time of declining industry sales,' said Mr Moseley. 'This move will allow us to take advantage of the economies of scale offered by alternative group services and at the same time continue our level of customer service.'

The move is expected to take place this month. The future of the Derby Road, Loughborough, site has not been decided, but it is expected to be leased.

■TAKEOVER

Metrobus buys Southlands

BROMLEY'S oldest established coach operator - Southlands Coaches - has been taken over by its near neighbour, Metrobus.

The company, which first started operating in the 1930s, this week moved into new ownership as part of Orpington-based Metrobus' plans to expand its coaching interests.

Metrobus has increased its fleet size to 62 vehicles with the addition of Southlands mixture of 11 Bedfords, DAFs and Fords. The nine full-time staff and one part-timer have also been taken on to bring the number of employees at Metrobus to 125.

Included in the deal was Southlands' Edison Road garage, which will be retained as an operating base with the vehicles being switched to the Metrobus headquarters at Farnborough Hill. The Southlands Road, Bromley, premises was not part of the deal as it will continue to be used as a garage business.

Joint managing director of Metrobus, Peter Larking, said: 'Before the acquisition, we only had four coaches in our fleet and felt the need to broaden that side of the business.'

■NEW COACH

Mercedes spends £160m on its 0303 successors

WEST German giant, Mercedes-Benz, has ploughed just under £160 million and a decade of work into the development of its completely new family of coaches to replace the popular 0303.

The new 0404 range was unveiled last week to the world's press in Czechoslovakia and came less than a week before British manufacturer, Plaxton Bus and Coach, was due to show off the latest addition to its range.

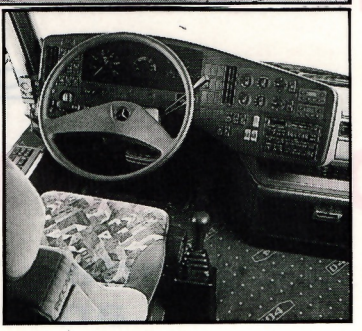
But, unlike the Plaxton model, UK operators won't have an opportunity to buy any of the eight new touring coaches until early 1993. Because of the depressed state of the British market, Mercedes has decided that a right-hand drive version is at the bottom of its list of priorities and it is concentrating on its domestic market and the growing demand from Eastern Europe.

Mercedes-Benz, which sells around 1,100 complete coaches and 600 chassis a year, hopes that it will be producing 1,900 of its new models within five years and with prices at between £120,000 for the most basic to £250,000 for a luxurious - and yet to be unveiled double decker - cost would not seem to be a deterrent to its plans.

As revealed in the August 1 issue of *Coachmart,* the new 0404 range features air operated disc brakes all round, comprehensive air intake and ventilation system, newly developed passenger seats and independent wheel suspension.

The vehicles range from luxury to super luxury, with electronic vehicle road speed limiter and retarder standard on all and galley, WC, driver's bunk and air conditioning system on the higher specification models.

Eight naturally aspirated as well as turbo-charged LEV engine versions are available with outputs ranging from 205 bhp to 503 bhp. They already meet the Euro 1 exhaust emission standards which come into effect in autumn of 1993. The lengths vary from 9.220 metres to 11.995 metres.



Above: the stylish Mercedes-Benz 0404. Right: driver's position has been designed according to ergonomic considerations.

The 0404 can be supplied in three different lengths with seats for between 30 and 70 passengers. There are four different basic versions with four different heights - raised floor (RH), high-deck (RHD), super high deck (SHD) and double-decker (DD).

Dr Klaus Maier, head of sales at Mercedes-Benz bus product division, said that the coach was designed to meet the continuing trend towards individually tailored vehicles.

First impressions are that the coach certainly appears a worthy replacement to the 0303, but the nearest British operators will get to it for a long time is when it passes them on the on the road. A case of look, but don't touch.

■COACH

Greatdays to use show to offer free trips

GREATDAYS is giving away 50 weekend breaks to operators during Coach & Bus '91... but you'll have to watch next week's issue to take part in the draw.

The tour wholesaler run by former coaching man, John Beaumont, is inserting entry forms in next week's *Coachmart (October 10)* and operators will need to fill them in to qualify.

'Winners will then get a chance to sample some of our services for free,' said Mr Beaumont.

■TOURS

Police investigate Wilson's collapse

NORTHUMBRIAN Police are investigating the collapse of Gateshead coach holiday operator, Wilson's Travel.

Mystery surrounds the crash of the company which has left a number of customers without their holidays and cash. A local newspaper report says that the firm's signs had been removed from its base in Blaydon Burn, Gateshead, and quoted local residents as saying that coaches had not been parked there for some time.

Wilson's Travel is understood to have operated holidays to the Isle of Wight and the south west of England. *Coachmart* was unable to contact a spokesman for the company at the time of going to press.

■BRIEFS

● WRIGHTS of Northern Ireland has taken an order for 40 Handybuses... the Ballymena-built midibus on the Dart chassis.

Go-Ahead Northern was swayed by easy servicing and repair and the strength of the all-aluminium body. It is the biggest order for the vehicle outside of London.

● LANCASTER City Transport is to run term-time weekend express services between West Yorkshire and Lancaster/Morecambe to serve Lancaster University. Services 100 and 200 take in Blackburn, Accrington, Burnley, Todmorden and the Rossendale Valley; and Settle, Skipton, Keighley, Bradford and Leeds respectively.

● A NEW HGV inspection manual has been printed by the Vehicle Inspectorate in preparation for January 1992.

The revised manual takes into account new brake testing, headlamp testing, trailer coupling and mirror regulations. The headlamp rules come into operation this week.

● HARRY Blundred's Red Admiral and the Blue Admiral companies, in Portsmouth, have upped minibus frequencies.

On some services, frequency has been doubled and some routes have been extended.

Parent company, Transit Holdings, is claiming it is reponding to passenger numbers, which have increased dramatically.

● A HIGH temperature ball and roller bearing grease is now available from Gulf Oil for anti-friction bearings operating at high speeds. Tests show the grease has 10 times longer life than lithium greases and three times that of sodium greases at high operating temperatures and speeds.

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■TOURS

DTp report delay is blasted

ONE of the compilers of a Department of Transport report on London tourist coaches has slammed delays which held up publication for almost two years.

Transport expert, Martin Higginson, accused the DTp of time wasting and says it should act now to co-ordinate coach traffic in the capital.

'Sadly, the delay hasn't detracted from the report's value,' he told *Coachmart,* which highlighted the report last week. 'So little is happening that it would have a 10-year life.

'The DTp has sat on this report for a year. It would be nice to think someone has been poring over it for 15 months but all it means is that nobody looked at it for month after month. The most annoying thing is that, despite all that time, no changes whatever have been made to the document.'

Mr Higginson said the new Transport Director could be given powers to co-ordinate the boroughs now, while the tourism sector is experiencing a downturn.

'We should use the downturn to make moves in preparation for the inevitable upturn,' he said.

He was harshly critical of Westminster's role in coach tourism: 'There is so little traffic development in central London because of a large, immovable block in the middle.

'We can never expect the boroughs to act collectively until we have someone, elected or unelected, to cause action to take place. We need more traffic control, largely eliminating private car usage in central London. Cars are simply not appropriate for use in heavily built-up areas.

'Londoners are not satisfied with the situation. They may not be prepared to stop using cars as individuals, but they would be more prepared to accept a system where everyone's cars were sacrificed.'

The report met with praise from the London Tourist Coach Operators' Association, which said it merely confirmed views its members had held for many years.

'Basically, the report supports everything we have have been looking for,' said LTCOA chairman, Keith Myers. 'The whole lot seems to tie-up with our views.'

Mr Myers said coach operators were particularly keen to see better control of foreign coaches and more short-term, on-street parking.

'Many members believe foreign coach operators should pay some kind of bail bond for each coach which comes in. There should be more emphasis on advice at ports of entry.

'More and better short-term parking would help both ourselves and the police, and end the practice of drivers cruising round while they wait to pick up.'

■PEOPLE

Ian Irwin stays in charge

THE Secretary of State for Scotland has reappointed Ian Irwin, CBE, as executive chairman of the Scottish Transport Group.

Following the completion of the sale of the Scottish Bus Group companies, Mr Irwin's responsibilities will include overseeing the disposal of the group's property portfolio and the eventual transfer of its pension funds.

He was first appointed chairman of the STG in 1987 and his new appointment runs until the end of December next year.

Ian Irwin: reappointed STG executive chairman.

Solent Blue Line changes

HAMPSHIRE bus and coach operator, Solent Blue Line, has restructured its management team following its expansion in the Southampton area.

Steve Kesley (42) has been appointed to Solent's northern area of operation at Eastleigh and Bishop's Waltham, while Peter Lane (47) will be responsible for the south, which includes Hythe and Southampton.

Mr Kesley is a former management trainee and Mr Lane started his career as a bus conductor in Hampshire in 1963.

Above: Steve Kesley
Right: Peter Lane.

■BUS

Support for 'JamBUSters'

TWO of the country's leading operators have publicly backed the 'JamBUSters' campaign.

The initiative, launched by *Coachmart's* sister publication, *Bus Business,* calls on the Government to give cash aid to help revive the flagging coach and bus manufacturing industry and impose tax incentives to encourage commuters in London to use public transport.

Managing directors, Peter Sephton, of South Yorkshire Transport, and Trevor Smallwood, of the Bristol-based Badgerline Group, have thrown their weight behind the campaign.

Read their reaction, and that of other major bodies, in the October 5 issue of *Bus Business.*

For subscription details, ring *Bus Business* on 0733 63100.

COACH MART
conference
To learn how Europe can be your ticket to increased profits
turn to page 22

■TRAINING

Coachmart training session a hit

COACHMART'S skid pan training session was voted a big hit last week. With winter just around the corner, operators tested their skills at the wheel of a skidding coach.

After casting caution to the wind for two hours, our intrepid volunteers all agreed that it is far better never to get into a skid.

Under the watchful eyes of Greater Manchester Buses' instructors, three vehicles were thrown with reckless abandon at a lethal mix of oil and water. The aim was to negotiate a hairpin bend and come out facing the right way.

At first the drivers eased-off and attempted to steer round. It didn't work, particularly with the 11-metre Bedford YMT, which had a stubborn determination to head straight for the perimeter railings. The first lesson was quickly grasped - don't get into a front wheel skid.

A group lead by Graham Simpkins from York Pullman found their own version of a 'white knuckle' ride.

Mr Simpkins said: 'Who needs Alton Towers when you can sample the G forces at the back of a coach as it swings out of control?'

By the end of the evening the session was firmly focused on safety and Mr Simpkins was convinced of the value of skid-pan training: 'We should get our drivers together when we're quieter and bring them over.'

Skid pan: operators said all drivers should have a go.

Hugh Delaine-Smith, managing director of Delaine's Coaches in Bourne, used a lifetime's experience to retain control of a skidding coach, while others attempted a complete 'U' turn.

He said: 'At 71 I bet I'm the oldest driver they've had on here.'

All agreed 'every driver should do it.'

Without training the risks of the first skid of the winter turning into disaster are very real. There is no second chance on public roads. All you are left with is the slow motion action replays to plague the memory.

GMB makes its facilities available to private parties and operators. Groups are well advised to ring Ian Wilson at the Bennett Street training school - Tel: 061 273 3322. Evening or weekend sessions can be booked.

Mr Wilson recommends a maximum of eight per vehicle using up to three buses or coaches. The experience is not wasted. If you want the full works, then he will lay on a full skid avoidance course including: cadence braking and using power to get out of trouble.

Meanwhile, watch-out for the next *Coachmart* skid-pan trip. Our readers may get into a skid, but only under control.

■PEOPLE

Graham H Smith is BCC chief

GRAHAM H Smith, of Heyfordian Travel, takes over from John Owen as president of the Bus & Coach Council at the BCC's annual meeting later this month.

Mr Smith, who has been senior vice president for the past year, was born in Oxford in June 1949 and joined the family coaching firm when he left Bicester Grammar School. The family's connection with transport dates back to the 1920s.

He is one of four brothers managing the succesful Upper Heyford, Oxford-based company and has a reputation for being a 'hands-on' director - often seen driving school buses during busy periods.

Graham H Smith: takes over later this month.

● *Don't miss a special interview with the new BCC president in a forthcoming issue of Coachmart.*

■RALLY

Westways wins accolade

WESTWAYS, of High Wycombe, went one better at Showbus - Britain's largest bus and coach rally - following last year's runners-up spot with an outright class win.

After the event at Woburn Abbey, partners Jo and Michael West said they were spurred-on by success in 1990 and wanted the opportunity to show their fourth and largest coach - a J reg Mercedes-Benz 811.

The Westways Mercedes has bodywork without a makers' plate. It was completed by former Europa staff after the collapse of the G C Whittaker coachbuilding subsidiary. Consequently, it was sold by Lloyds Bowmaker and entered at Showbus as an anonymous 29-seater built to the Enterprise design. Second in class 11 for post 1989 in-service coaches and minicoaches was Des's Coaches, of Chesham, with another 811 - this time with Optare StarRider body.

Westways: outright class win.

Older coaches entered by operators in class 9 ranged from Bedford OBs up to F registered machines.

The judges resolved their difficulties by selecting a B reg Bedford/Paramount from Great Ouse Valley Coaches near Bedford as top coach. A somewhat older, but no less impressive, Leyland Tiger Cub entered by Trent Buses was runner-up.

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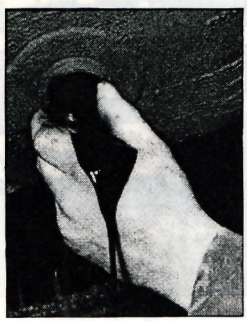

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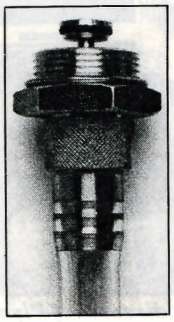

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You've been buying...You've been buying...You've been buying...You've been buying...

Top trio joins the Plymouth City Coach operation

Brian Fisher, managing director of Plymouth Citybus (second right), receives the keys to the vehicles from Mike Ball, of Volvo Bus, flanked by Roy Palmer, of Plymouth Citybus (extreme left), and Roger Turner, of Volvo Bus (extreme right).

TWO unusual deckers and a Plaxton Paramount - all with Volvo chassis - have now joined the Plymouth City Coach fleet.

As reported earlier this year in *Coachmart* when the vehicles were ordered, the deckers are East Lancashire-bodied B10 Citybus chassis.

They carry 78 luxury coach seats, extra luggage space and a rear lower saloon.

Power is from the underfloor THD 101GC Volvo engine through a ZF five speed box. An additional driver facility is a radio telephone linked to base.

Brian Fisher, managing director of Plymouth Citybus - PCC's parent company - said the three vehicles were destined for private hire.

He told *Coachmart:* 'The coach hire side of our business has shown a dramatic increase. We ended the 90/91 financial year with 40 percent more UK and near-continent coach hires.

'We need to offer the most modern, reliable and comfortable vehicles to our customers and the three new coaches provide the qualities we are seeking in order to continue the expansion of our business.'

The Plaxton is a standard Paramount on a B10M chassis.

Minibuses go on Busy Bus duty

ULSTERBUS' 20 Wright 709D minibuses have gone into service on the state-owned company's Busy Bus routes.

The Mercedes chassis-cab conversions, which use Alusuisse aluminium extrusion construction, disguise the van origins of the vehicle with a redesigned engine cowl, but this does not restrict engine access, says Wright's commercial director, Jeff Wright.

'Our aim was to provide Ulsterbus with an attractive small bus,' he said.

'The feedback which we are getting from users of our bodywork on midibus chassis is very good.

The inherent strength of the Alusuisse structure has positive benefits in contributing to durability and driver and passenger safety.'

The vehicles are fitted with high-back seats and soft-trimmed interior.

Left: Wright 709D minibuses are now operating on the Ulsterbus Busy Bus routes.

Caetano Optimos fly into Marton Coaches' busy Heathrow service

FOUR new Caetano Optimo IIs have joined the Marton Coaches fleet on Heathrow airport services.

The 18-seaters, with courier seats, have full GL specification including draw curtains and forced air ventilation.

Right: one of Marton Coaches' four new Optimos.

You've been buying...You've been buying...You've been buying...You've been buying...

Neoplan looks for more foreign sales

NEOPLAN is hoping for wider world sales of its Superskyliner 15-metre coach following Turkey's decision to allow the four-axle vehicles to operate on its roads.

The vehicle seems set for a revival of interest. The Turkish coaches have 68 seats on the top deck and 24 on the lower deck but another possible configuration would take over 100 passengers. Neoplan says the design has significant advantages over articulated coaches.

Using three steering axles, the coach has a turning circle of 25 metres.

Neoplan says the roadspace requirements are lower than 'bendy' coaches while the vehicle itself is smaller than many articulated trucks currently allowed.

Germany's first foray into giant jumbo-cruisers was a pre-World War II prototype design in 1936, abandoned as Hitler directed construction towards the war effort. The 16-metre, 350 hp VOMAG also had a four-axle chassis.

So far, Neoplan has built around 60 of the Superskyliners.

Most have been destined for United States, South American and Middle Eastern companies but Sweden's decison to allow overlength coaches may be another market in the future.

The two vehicles shown are one for the new order for Turkey (left) and another which is already in service in Saudi Arabia (top).

Dart reaches a milestone

TWO milestones have been reached with the delivery of a new midibus to CentreWest London Buses.

The newcomer was the 500th Dennis Dart midibus and the 84th Dart vehicle in CentreWest's 256-strong fleet.

Bodied by Robert Wright & Son, of Ballymena, Northern Ireland, the 500th vehicle bears the registration number JDZ 2394. It will run Gold Arrow routes 28 and 31.

Pictured right (from left to right) are: David Cheeseman, bus and coach sales executive with Dennis Specialist Vehicles, Peter Hendy, managing director of CentreWest, and William Wright, managing director, Robert Wright & Son.

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NO NEED FOR A WINTER OF DISCONTENT

As the days get shorter and the nights get colder, Rod Davey says now is the time to start preparing your fleet for those chilly winter months.

MANY a coach operator has many a Winter's Tale - for strange things often happen to public service vehicles when the thermometer takes a dive.

Apart from the obvious, such as the water coolant or windscreen wash freezing solid, low temperatures often have a remarkable effect on the behaviour of diesel.

Coach and bus fuel are made from different hydro-carbon compounds which include paraffinic waxes. In deepest winter, these fuels start to cool down and a point is reached when some of the waxes start to crystallise out of solution - blocking filters and other parts of the fuel line.

In fact, in any of the many bottlenecks through which any fluids have to pass, low temperatures can spell trouble. And not only in the fuel line - as frozen washer nozzles often mean the dirty spray from the truck in front is setting a potential death trap, both for your driver and your passenger clients. Bad visibility and treacherous ice form an equation which may add up to a deadly sum.

Dealing with the public can also spell trouble in cold weather, especially if your vehicle heating is not up to scratch.

But apart from the possibility of your client base voting with their feet and booking a competitor when they need a coach on some future occasion, there's always the distinct possibility your drivers may prefer winter on the dole in front of a paraffin heater - rather than drive your chilly coaches all day long for rates of pay only marginally better.

Even worse, your best drivers may decide to work for a competitor whose coaches are better equipped.

Another facet of winter problems is that concerning the environment. If your depot is in a built-up area how long do you think your neighbours will stand choking diesel fumes every early morning for the best part of the year?

In these environmentally conscious times, wouldn't it be better if you invested in the retro-fitment of engine pre-heaters - and avoid the accusation of being described as a Neanderthal spreader of noxious discontent?

Winter: strange things happen to a vehicle when the thermometer takes a dive.

Apart from possible local authority trouble on environmental matters when it comes to the location of your operating centre, all these problems are yours, and yours alone - as no negative externalities, such as pollution, are involved.

But just take a step on the road to the winter ski runs of Austria and you'll find a body of powerful legislation which precisely specifies what you should, and should not, do.

For example, the carriage of snow chains in the winter resorts of Austria is not just a 'good idea', but is a legal 'must' unless your coach is fitted with M&S tyres (mud and snow - not 'Marks & Spencer'!).

And if you've got the bright idea of sallying forth with M&S tyres sans snow chains, please make sure beforehand the Austrian districts you are passing through, as well as going to, have local legislation to cover your decision.

Icy views from operators

Austrian ski-runs represent the extreme of possible winter conditions as far as most UK operators are concerned - so it was instructive to talk to three operators who contract for this work every year.

J&C Coaches, of Durham, runs two high-specification Bova Futuras on its winter season trips; Cedrics, of Withenhoe in Essex, operates a mixture of 12 Volvo/Jonckheeres and Ikarus coaches but also sub-contracts a further six at the height of the season; and Ipswich-based Beestons Coaches in Suffolk has 20 coaches available for the work, mostly Van Hools on Volvos, Scanias and Leyland Tigers.

'We start upping the concentration of anti-freeze well in advance of the ▶

Winter maintenance: a situation to avoid.

◀ season in August,' said J&C proprietor, Neville Jones.

'Given that temperatures in Austria dropped to minus 30 degrees Celsius last February, we always use a much stronger mixture than recommended to make sure that everything is all right.' To stop windscreen wash trouble, J&C uses a 50/50 mix of additive.

Regarding anti-waxing agents, Neville takes a novel view: 'We have no bother with fuel whatsoever. We run into Austria with the tanks virtually empty and fill up there. It's got the same fuel and additives as the locals use - if it's good enough for them, it will do for me.'

Other operators are continually asking Neville where he gets his snow chains from - and I got the distinct impression he enjoys telling them that they are not available on the open market.

'My father used to be a fireman and acquired some Fire Brigade/Ministry of Defence specification chains. They take only five minutes to fit rather than the usual half-hour. You don't have to chock the wheels because they have 12 individual links instead of being a continuous chain.'

Neville and his drivers throw the individual links over the tyres, pull through a loop, and the links fasten one at a time with the whole assembly fastened with a padlock. J&C coaches were sailing past disabled coaches on the M25 in last February's icy weather with these MoD-spec chains fitted.

'Twelve foot continuous chains are hard to store and go rusty in the summer months,' he added. 'With this system, when our coaches are running our own tours in Italy and Spain, we store them in the waste oil and pull out the individual links as and when we need them.' Whoever makes these generally available in the future stands to make a tidy profit.'

Beestons' proprietor, Roy Munson, believes in belt and braces when it comes to grip in icy conditions. Although his Universal M&S rear-axle tyres are acceptable in the Alps, his large fleet of coaches also carry snow chains. 'And each coach is fully serviced before each and every tour,' he added.

Roy also puts his mind at rest when it comes to anti-freeze - by using another 50 percent over the recommended measure and carrying it on tour in case of coolant leaks.

'In the past we put our own additives into the fuel before going on ski trips,' said Roy. 'But nowadays the tour operator specifies the use of fuel which is treated by the fuel companies.' Beestons' Van Hools are fitted with 150 gallon tanks and have a range of 1,400 miles - so they don't have to fill up until they arrive in Austria.

Steve Peck, operations manager with Cedrics, of Withenhoe, emphasises the importance of driver training when it comes to winter touring. 'At the start of the winter season we check all the snow chains and go through the fitting drill with every driver before they go out on tour,' he said. 'We take over the yard and see to it that the drivers can chock the wheels and fit them.'

Cedrics also services its Webasto pre-heaters and makes sure the drivers familiarise themselves on how to use them.

'If the weather is very severe they are instructed to leave them on through the night,' said Steve.

New drivers are also sent out with experienced men to gain knowledge of negotiating hairpin bends - and on the techniques to avoid pushing the engine too far on steep Alpine climbs.

'We also issue drivers with special insurance in case they go in for a bit of skiing while they are out there,' he added.

'Then, if there's an accident, we are covered to fly out a replacement driver.' Drivers are also issued with overalls, thick rubber gloves and are made familiar with the vehicle's tool kit.

Steve said that the amount of anti-freeze used depended on weather conditions. Fuel additives are used before departure and spare additive is carried - 'Comes in handy if the weather is really severe,' said Steve.

Additives in the windscreen washer reservoirs are also boosted in preparation for the cold weather.

Finally, Steve pointed out an interesting paradox when it comes to using M&S tyres in Austria. 'We use standard Michelin Pilote XZA tyres all round and change any cut tyres on return. Austrian anti-noise legislation puts M&S tyres out of the question because they create unacceptable levels of road noise. It's over 2,000 miles of motorway there and back, and the bad roads are minimal. On top of this, the Austrians are experts and are well geared up to cope with bad weather.'

J&C Coaches, Cedrics and Beestons all have regular contracts with Ilkley-based tour operator Winterworld Ski Holidays - carrying 10,000 school children every year.

'We have good coach operators on our books - but these are among the best,' said Winterworld's operations director, Chris Ayres. 'Experience counts, and these operators have all worked a good few seasons with us.' A very good reason for taking their advice seriously.

Winter warmers

Apart from keeping the driver and the passengers warm, there are three major

Passengers: make sure you look after them in the hard winter months.

problems when it comes to winter operation - fuel flow, cold starts, and coolant flow. Fuel flow is dealt with by a plethora of additives and several filter heaters on the market, most of which operate automatically. Cold starts are provided for with a variety of products, some of which squirt ether into the starting system. Other devices involve monitoring the battery's charge status. Additives are also available for coolants - as well as coolant heaters.

Over and above such products Shell Technical Services has some timely advice - with its main areas of concern being main storage tanks and pipework, vehicles and fuel stocks.

STS suggests that above-ground tanks should be lagged if exposed, as well as exposed fuel lines and filters. Drain cocks should be fitted to enable the removal of accumulated water once a month. In the case of underground tanks, internal pipework and filters should be lagged - and check for water at the bottom of a tank using a dipstick and water-finding paste, which turns from pink to green on contact. But if water is found, it may involve the services of a maintenance contractor to suction clean the tank bottom.

If vehicles are not garaged overnight, it is advisable they are parked in a sheltered position. Much pain can also be prevented if water in the fuel tanks is removed before the cold weather starts - as ice will block filters as readily as wax, but at a much higher temperature.

Another tip is to ensure that filters are changed at the manufacturer's recommended interval - and before winter really starts replace any filters that appear very dirty or partially blocked. On top of this, it is not a bad idea to carry spare filters on vehicles during the winter, especially if contracting for ski-runs.

The carriage of snow chains in the winter resorts of Austria is a legal requirement.

Also check to see that the water separators are clean and dry, and take a regular look at them to see that there is no exceptional water build-up. Shell highly recommends the fitment of heaters to filters and fuel lines. Failing this, it suggests that engines should be idled in exceptionally cold weather to allow the whole fuel system to warm up before the coach is driven away in the morning.

Shell also warns that problems will crop up if the engine oil is dirty, contaminated - or of the wrong viscosity. Although poor battery condition might not be obvious during the summer, performance losses will be more noticeable as the temperature drops.

Fuel stocks should be run down before the onset of winter. It is also advised that if several tanks are used, they should be used in rotation rather than keeping one as a reserve.

Another consideration involves vehicles on the road cooling by forced convection, more usually known as 'wind chill.' This causes componentry to cool much faster than if the vehicle was stationary - although it does not cause lower temperatures, despite actually feeling cooler.

But a similar phenomenon to wind chill is an important consideration for diesel fuel storage and use - for typically the air is warmer during the day than at night.

Although variations in fuel tank temperatures are less marked, the lowest temperatures should be avoided to prevent wax formation in the storage tank itself.

Wind-chill acts quickly on vehicle tanks mounted in more exposed positions - and accelerates its cooling towards the minimum temperatures. It should always be remembered that if a larger volume of fuel is kept in the tank it is less susceptible to wild temperature drops. It also helps if refuelling is carried out in the morning rather than the night before.

Winter maintenance: make sure your vehicles are up to scratch - whether at home or on those trips abroad.

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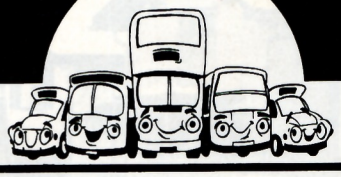

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Eurofix's efforts made European trip worthwhile

From Deirdre Brown

SIR

We are a family operated company, who run several continental tours each year.

Since we began with continental tours we have used a few handling agents, some of which were very short lived, others like ICT, Norman Allen and Greatdays, I have used, and kept using over the last few years, and will continue to do so, as we have what I think is a good relationship between us, each having good merits and good offers on particular destinations.

This year I used Eurofix for the first time, having first joined them on one of their educationals.

Their prices are very competitive; their help with routes and general administration not as good as some, but passable... their main accolade is their hotels.

We have used everyone this year and they have been good, very good or excellent - in most cases the latter.

It is very rare I read a questionnaire where all the comments on the main hotel are VG or excellent, this to me is exceptional, hence my letter to you and to the hotel.

The bedrooms were all large, very clean and most very quiet. The food was very good and the staff helpful and friendly. On our last night they even prepared a special cake for the group with goodbye on the icing.

I know this is a good hotel that Eurofix have found, but what a joy it is for me to read all very good questionnaires, it makes me feel all my hard work in arranging continental breaks is worthwhile, why oh why cannot more hotels join this standard, and offer a good service all round to groups.

I am sure every operator has the same feelings as me, but it seems our customers are prepared to pay a little extra to know the hotel is not going to be penny pinching and good food will be the order of the day.

Well done Hotel Krone and Eurofix for finding this hotel!

DEIDRE BROWN (MRS)
DIRECTOR
EDDIE BROWN TOURS
THE COACH GARAGE
HELPERBY
YORK
YO6 2NY

Send your letters to:
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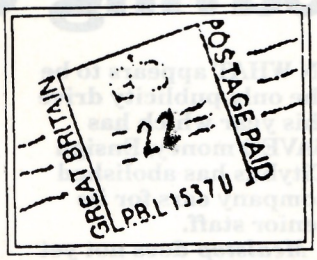

The editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

BCC should 'think' coaches

From a former coach operator

SIR

John Prescott's electioneering at Caldaire *(Coachmart,* September 19) may give bus companies some hope but what about coach operators?

The Government has left itself wide open to criticism over transport policy because it simply hasn't got any coherent plans. Road building was once considered to be the answer but the M25 has proven that car-makers can fill as much road as can be built. There doesn't appear to be a Plan B.

Both Labour and Liberal Democrats have quickly cottoned on to the public's disenchantment with traffic jams and publicly backed such campaigns as the BCC's Buses Mean Business and *Bus Business'* JamBUSters.

I'm all in favour of dedicated buslanes and park and ride but somewhere along the way the BCC, and others, seem to have forgotten coach travel, which in many cases provides a far more appropriate alternative for car users. Indeed, if London's medium-distance commuters have changed modes of transport at all in the last few years, it has been to express coaches.

The BCC seems to tack a mention of coaches on to the end of its campaigns. I am sure that most BCC members make the bulk of turnover from coaches, not buses, so why do they seem to get such a bad press from their own organisation?

PSV operators need better fuel duty rebates and a number of other cash allowances but, what we all need is recognition of the benefits of travelling by PSV.

NAME AND ADDRESS SUPPLIED

December visit to Neoplan factory

From D J Parry

SIR

It may be of interest to *Coachmart* readers that we are operating a five-day tour to Germany departing on Monday, December 9, 1991 to include a visit to the Neoplan works near Stuttgart.

A tour of the factory has been arranged to see the construction of the Cityliner and Skyliner coaches.

We will also visit the Mercedes-Benz Museum and Stuttgart city, where there is a Christmas market.

The price of £153.25 includes two nights on North Sea Ferries with meals, entertainment and two-berth cabin accommodation and two nights Ramada Hotel - half board.

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D J PARRY
MANAGING DIRECTOR
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Ensign staff are on the road to saving cash

IN WHAT appears to be the only publicity drive this year which has SAVED money, Ensign Citybus has abolished company cars for its senior staff.

Mealstop does not yet know whether this directive has come from TT Tsui, the inscrutable boss of Ensign owner CNT, or whether times are so hard for staff they can no longer afford this dubious 'perk.'

Certainly, Ensign has sweetened the bitter pill by giving 'significant pay increases to those staff affected' and with this 'the freedom to make their own arrangements.'

According to the press release, 'astute staff' have elected for smaller diesel cars.

Presumably the really stupid ones continue to bash around in old Rolls Royces.

'The effect on their income, combined with the dramatic improvement in their personal tax allowances, has made them better off,' says managing director, Leon Daniels.

Indeed, our investigations tell us that this amounts to the best part of £5,000 a year.

'I confess, no-one entitled to a car is now coming to work by bus,' said Mr Daniels.

'But many have bought diesel cars so they can take advantage of our own diesel at 31p a litre.'

Mr Daniels himself has invested in a diesel vehicle, and a secondhand one at that.

Hardly qualifies as 'small' though. It's a Range Rover.

Praise be... it's the world's tallest vicar!

NORTHAMPTON Transport has established a tradition of naming its new Volvo B10M Citybus double deckers after characters, buildings or features relevant to the history of its home town.

And the latest was christened All Saints' Church when it became the 20th B10M Citybus to be delivered to the Northampton fleet.

A further six have been ordered for delivery in August next year.

The vehicle was named by Rev Simon Godfrey, who judging by the picture looks like an entrant in the World's Tallest Vicar Competition.

He is pictured with local historian Ken Dyer... and the bus driver lurking in the background!

Build

The last thing you can do when you build a best seller is to rest on your laurels. And whatever the Plaxton design team has been doing over the last three years it isn't resting.
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7th November 1991 Novotel, Wolverhampton

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Make sure you take advantage of any new tour opportunities

UNTIL three days ago, coach operators had a chance of influencing events which will have a considerable effect on their future. I refer to the DTI consultative paper on the implementation of the EC directive on tour packaging and bonding. As I mentioned in this column on August 8, the consultation period ended on September 30, 1991.

When we were discussing the submission to be made by our local operator association, one of our members said, 'Do we really think that the Government will take any notice of what we say?'

From a past experience I happen to know that it does and I was flabbergasted by his attempts to undermine the efforts of the association. But, for me, there has always been another very good reason to respond to any consultative process: surely a person who cannot be bothered to express his views on impending laws, when specifically invited to do so, thereby abdicates his right to later complain about them and the impact of them on his business?

Shocked as I was by this member's indifference to our attempts to improve the workability of this piece of legislation, I was also stunned by the negative attitude which was, initially, being radiated by most of my colleagues at this meeting.

The Government does take notice of comments from associations.

They were taking the line that it was something we had got to learn to live with, it was being forced on us by Europe, it would put tour prices up, it would make them harder to sell, bonding was an expensive nuisance, haven't we got problems enough without this, and much more in similar vein.

Then, suddenly, the light dawned. John, who is of a quiet and retiring nature, and seldom is heard to speak in a meeting, electrified us all when he said: 'I reckon that these regulations and bonding will put a lot of operators off selling tours. There will be stacks of business to be picked up by those of us who get geared up to do it.' These incisive and illuminating few words of his totally changed the tone of the debate.

Operators were suddenly wondering how they could increase their market share of inclusive tours.

The discussion was no longer just about honing up the Government's proposed legislation - it became the start of a learning curve with exciting prospects.

It is a fact of life that one man's threat is another's opportunity. This particular carousel is just begining to turn.

Those who are now reluctant to ride may soon find that it is going too fast to clamber aboard and they will be left watching with envy the benefits that the riders are enjoying.

Someone once said that the job of a manager is managing change. I believe this to be true, but notice that not all managers and proprietors of businesses share this philosophy.

They consider that their proper task is to preserve the status quo, to keep things running along nicely on a even keel by steering clear of anything difficult or contentious.

In clinging to the quiet life of the past they close their eyes to the prospects that change can bring for the future.

I am convinced that this directive can be a change which brings great opportunities.

Remember one man's threat is another man's opportunity.

My fervent hope is that the DTI will heed the cries which have gone up from many quarters within the industry for precise definitions of several important words in the directive (like 'occasionally', 'significantly' and 'pre-arranged'). These very imprecise words are not in quiet backwaters of the directive. They are right up in the mainstream and are no less than the yardsticks which determine whether an inclusive tour falls within the scope of the directive.

It is vital those packaging and selling inclusive tours, as well as the enforcement agency and the customers, are left in no doubt which tours are covered by the directive and which are not.

Caught in the legal back-log

IGNORANCE, it is said, is no defence. With the volume of legislation that now encircles every man, woman and child from cradle to grave, I really wonder whether that is equitable.

Can ordinary mortals really be expected to have absorbed every facet of every law which even judges have to look up in dusty tomes?

But reserve that ethical level of discussion for the saloon bar, or as something to open a conversation round a dinner table. I have a much more earthy, practical, aspect of it to air.

The Road Traffic Act 1991 received the Royal Assent as Parliament broke up for its (extended) summer holidays. A few days later, on August 1, I ordered a copy of it from Her Majesty's Stationery Office. As I write, I am still waiting for it. HMSO tells me it has a huge back-log of work to catch up on. Lawyers tell me that it is quite common for Acts and Regulations to be delayed at the HMSO's printers and to not be available until months after they come into force.

How can any law fairly come into force if the man on, and the driver of, the Clapham omnibus, is denied the ability to discover what that law is? For all I, and my drivers, know, we are daily breaking some part of this new legislation. Surely ignorance is a defence when 'tis impossible to be wise?'

Be on your guard

FROM time to time we are warned in *Coachmart* and elsewhere against paying 'invoices' sent out by dubious firms for entries in fax or telex directories. I have been confronted by a similar ruse and alert readers not to fall for it.

Speaking with an Australian accent and saying he was calling from London, a representative of a firm which advertises as a 'fixer' of almost anything, telephoned and said it had lots of coach bookings in my area and asked whether I would care to undertake them.

I responded that I could be interested as long as the prices were right.

He assured me they would be, but went on to say that his firm did not want any commission on work it passed to me - just an initial referral fee of £750.

'You put a cheque in the post and you will then get the bookings,' he informed me.

Needless to say, I told him in very few words to go and throw his boomerang somewhere else.

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Weekly report on law and the coach operator by Michael Jewell

Commissioner warns Eastern Counties over service violations

FAILURE to deregister three services which it was not operating has led to Eastern Counties Omnibus Co Ltd being given a severe warning by Eastern traffic commissioner, Brigadier Compton Boyd.

The commissioner said, at a Cambridge public inquiry, that he had considered banning the company from operating some, or any, local services and confiscating 20 percent of the fuel duty rebate grant it had received over the last quarter.

At the outset, Brigadier Boyd said there was evidence that Eastern Counties had failed to operate some services at all, and that others had not been operated in accordance with their registered particulars. He had first been alerted to the situation by Transport 2000, and traffic examiners had carried out observations on three days in July.

The company's commercial director, Stephen Dawson, admitted that though service 69 to the Felixswote Safeway Store had been registered it had never operated.

In the Spring of 1990 the Ipswich depot manager, Philip Eden, had conversations with the Safeway management about the need for services prior to the opening of the store. The discussions were inconclusive and the store opened without any additional services being put on.

Later in the year another company began operating a service to the store. Mr Eden was concerned about the impact on Eastern Counties' services and he decided to register a service into the store. The registration was sent off. Mr Eden then contacted the store manager and asked for permission to run into the store grounds. The manager was not happy about Eastern Counties running an additional service to the store and Mr Eden was unable to obtain permission. He decided that there was no point in operating. Instead of the service being immediately deregistered, nothing happened until May when he was reminded by the county council that the service was not operating and he applied to deregister it on June 6.

Eastern Counties: commissioner said he had considered banning it from operating some, or any, local services.

As a result, Mr Eden ran a check on other registrations. He discovered that another two services were not being operated following the termination of county council contracts and he applied to deregister those as well.

They were both tendered services for which Eastern Counties had held the contracts since 1986. In 1990, following a monitoring exercise, the county council felt that the amount of traffic did not justify continuance of the subsidies. Both services were one day a week services. A copy of the county's letter was sent to the Bury St Edmunds depot manager and he deleted the journeys from the schedule.

Evidence was given by traffic examiners about a number of journeys that allegedly did not arrive or depart at the scheduled times in St Andrews Street, Bury St Edmunds.

Mr Dawson said that one journey was recorded as having carried one passenger. The driver thought that it was a regular passenger, who got off at the top of St Andrews Street, which was not where the service normally stopped.

He did not condone it, but he could understand a driver at the last but one stop, with no likelihood of picking up further passengers, feeling it a waste of time and fuel to get involved in the congestion in St Andrews Street.

Other journeys referred to carried a large number of school children under contract to the county council. There were also fare paying passengers recorded on those journeys. There had been no complaints at all about the journeys not having run. The driver had said that on occasions they arrived late and that he normally changed the destination blind before he got to St Andrews Street.

Asked whether from time to time drivers caused confusion by changing destination blinds, Mr Dawson said that it was very difficult to say exactly when a driver should change the blind.

Eastern Counties managing director, Peter Brundle, said the company currently operated 327 buses throughout Norfolk and Suffolk.

In 1990 it ran in excess of 12 million miles on local services and carried some 22 million passengers. It had in excess of 200 registered routes. Since July 1991, it had made something like 237 cancellations and changes in registrations. The mileage of the three services not operated was very small when compared with the total.

The company prided itself on the small amount of mileage lost, said Mr Brundle. In the week commencing July 3, 99.78 percent of the scheduled mileage was operated. Something like 75 percent of the mileage that was lost was due to traffic congestion. When he became aware that three services had not been deregistered due to oversights, he was extremely angry. He had believed that it had got a fail safe system in regard to registrations, following previous problems.

Brigadier Boyd commented that Eastern Counties had been sent a warning letter on that occasion.

Mr Brundle said that part of the problem had been pressure on the Ipswich depot manager. His administrative staff has since been added to.

In addition, the system at head office had been radically overhauled. All registrations and mileages were now on the computer master file, which gave a monthly comparison print out. A two-way check was now undertaken between schedules and registrations. The mobile inspection team now reported to the commercial director, instead of the depot managers, so no information could be filtered out.

A direction that the company repay fuel duty rebate grant would be a severe blow, said Mr Brundle, it having received £280,164 in rebate over the last quarter. They were talking about circumstances that were very much the exception.

Service 69 was never advertised and publicity for the other two services was withdrawn. Eastern ▶

Weekly report on law and the coach operator by Michael Jewell

◀ Counties had not gained financially from what had happened - if anything the reverse.

Brigadier Boyd said that Eastern Counties was guilty at least, by its own admission, of sloppy administration.

Having been sloppy, the flaws stayed hidden because of the relative minor nature of the routes.

He noted that a most professional and wholehearted approach had been adopted to prevent any recurrence. However, he did not feel the company had any reasonable excuse.

Eastern Counties' managing director said he was angry when he discovered three services had not been deregistered.

It was operating in a highly charged competitive environment. That was recognised by the legislation.

Registration was required so that people could make commercial decisions based on accurate information, and a number of people had been put to inconvenience.

But there was no evidence of sharp practice. It was just indifferent administration. In other respects, the company seemed to run quite a tight ship. Where it had challenged the traffic examiner's evidence, he gave Eastern Counties the benefit of the doubt.

Brigadier Boyd said: 'I conclude that though the dish is not to everyone's taste, it is not poisonous. A chink was found in the strongest armour. Hopefully it has been repaired.'

'Though the dish is not to everyone's taste, it is not poisonous,' said the traffic commissioner about Eastern Counties.

The traffic commissioner ended the hearing by warning that if, in the future, there was a further public inquiry, Eastern Counties would not get the same treatment again.

Lockerbie operator used vehicles authorised on his father's licence

DAVID Steele, who trades as Creighton's Coaches, of Lockerbie, admitted that his vehicles had been operated under the authority of his father's licence, when he applied for a six-vehicle licence in his own name at a Dumfries public inquiry.

At the same time his father, Frank Steele, was seeking to increase the authorisation on his licence to 12 vehicles.

Frank Steele told Scottish deputy traffic commissioner, Ramsay Dalgety, QC, that he had no desire to have 12 vehicles, and he was quite happy to withdraw his application if his son was granted a licence. When David purchased Creighton's Coaches, they were going to leave their licences on the vehicles until he got a licence of his own. However, the proprietor handed the licences in.

When he consulted the traffic area, he was told that if David's vehicles were on his licence there would be no problem. However, following his application for additional vehicles the regional council had indicated that it was not happy with the arrangement, and was only prepared to give David contracts for three services if he had his own licence.

In reply to Mr Dalgety, David Steele said that his transport manager was his mother, Veronica Steele. She did not act as his father's transport manager and she had a licence of her own authorising one vehicle. The vehicles would be parked at the premises of Peacock's Truck Services and Solway Agricultural.

After Mr Dalgety had said he had not applied for those sites as an operating centre, giving his home address as the sole operating centre, David Steele said his father's interpretation of operating centre was the place where the records were kept. If he was wrong, he apologised.

Asked whether he had been operating as Creighton's Coaches since April 1, after producing trading accounts for a three-month period, David Steele said that he had owned the buses since March 25. His father had operated the vehicles on his licence, and his father's legal lettering had been on them, though they did have Creighton's Coaches painted on the side.

Granting David Steele a licence, Mr Dalgety imposed conditions restricting the licence to minibuses and single deckers, and requiring that specified vehicles only be operated. He said that would ensure that David Steele's operations were not confused with his father's and mother's operations. He was satisfied that David Steele knew what he was doing and would keep control of his own business.

Licence reduction

GOLDEN Coaches, of Llanwit Major, has had its PSV operator's licence renewed for four vehicles only, by the South Wales deputy traffic commissioner, Gerrard Sullivan after suffering maintenance problems.

Consideration of disciplinary action against the company was adjourned late last year, together with its application to increase the authorisation on its licence from four to 10 single deckers. *(Coachmart,* October 25 and November 15).

The commissioner was told that since the last public inquiry there had been two prohibition notices placed on the company's vehicles.

Director, David Gee, said it was a fairly new company and it was 'slowly getting its act together.' One of the difficulties was the lack of a building, but it was hoped the problem would soon be remedied. It had received good advice from the DTp's Vehicle Inspectorate and was indebted to the examiners. 'We have put their advice into practice and we have the daily nil reporting system working,' said Mr Gee.

Clearway Coaches is told to pay ex-employee £3,163

WINSTON and Anthony Bedale, trading as Clearway Coaches, of Walsall, have been ordered to pay a former employee £3,163, by a Birmingham industrial tribunal.

The tribunal said John Beaman had been dismissed with effect from March 29. However, under the provisions of the Employment Protection (Consolidation) Act 1978, the relevant date was postponed to a date after April 1. That meant that Mr Beaman had been employed continuously by the firm for five years. They found that he had been dismissed on redundancy grounds and ordered the partners to make Mr Beaman a redundancy payment of £1,485, together with arrears of wages which amounted to an unauthorised deduction under the provisions of the 1986 Wages Act of £1,229.45 and £449.04 in respect of holiday pay.

In March, the partners' licence was suspended by the West Midland traffic commissioner, John Mervyn Pugh, *(Coachmart,* April 11) after they had been ordered to pay fines and costs totalling £6,090 for 14 specimen offences of using PSVs without insurance and failing to produce tacho charts *(Coachmart,* October 4, 1990).

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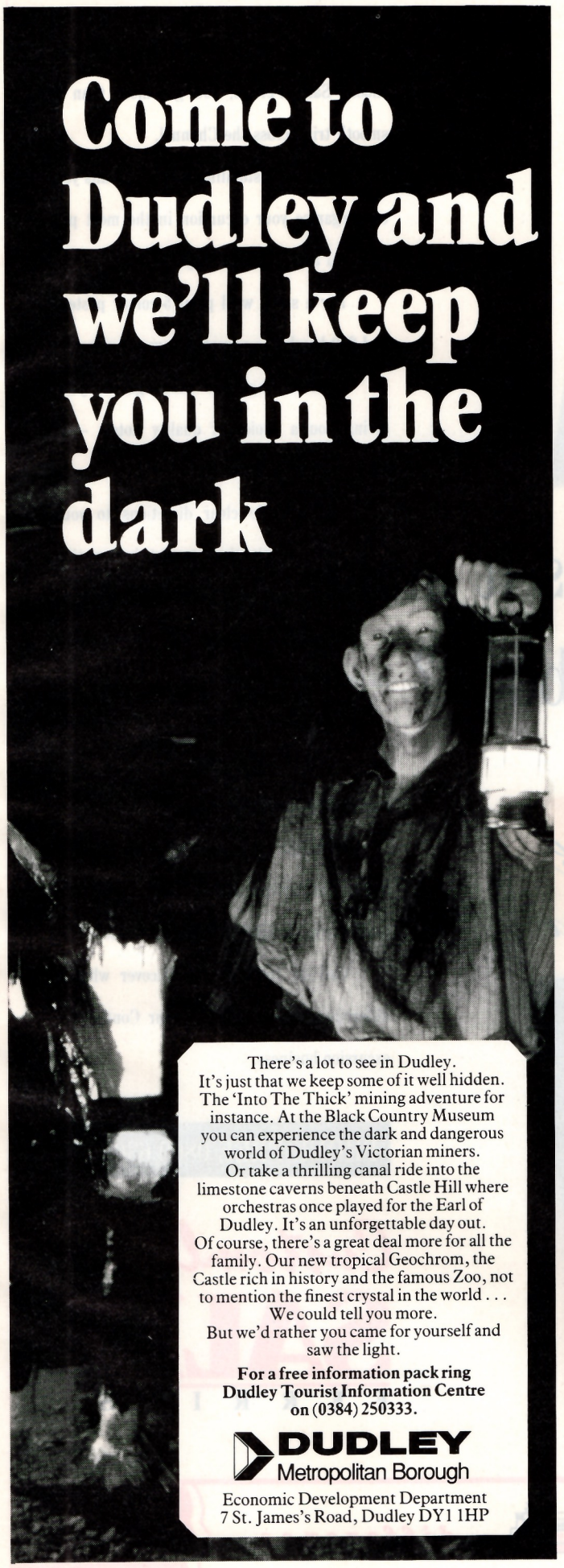

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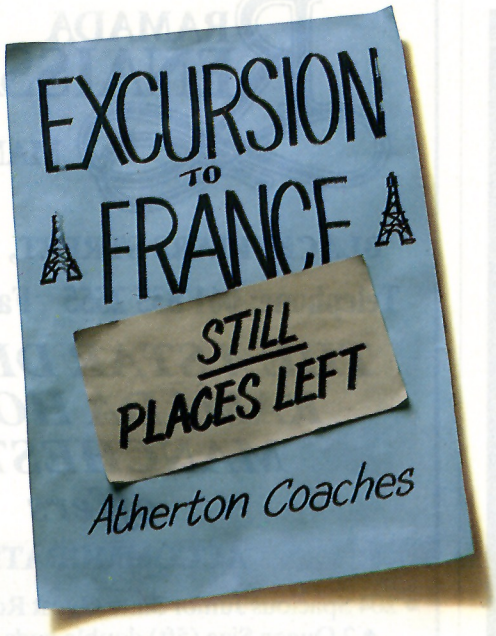

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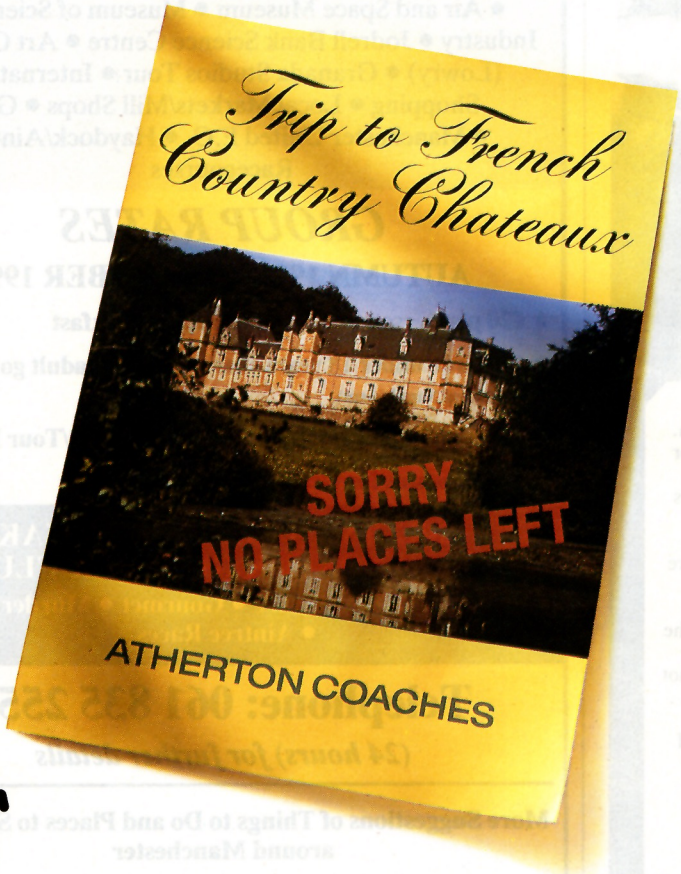

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Plan now for Christmas parties

Christmas is already featuring on operators' calendars as they plan shopping excursions. *Coachmart* looks at what's new and suggests a few ways you might turn your excursion into a Yuletide cracker.

Thurrock Lakeside Shopping Centre, stacked out from November onwards.

THE sheer number of dedicated coach parks which open in November say it all - Christmas shopping can be big business for both the shops and coach operators.

In the last decade or so, the pattern of Christmas shopping has changed. Now, more than ever, shoppers are turning to cities and their even bigger shopping centres to find what they want.

There's nothing last-minute about Christmas shopping, either. Operators are finding there's demand for trips from the beginning of November right up to the final shopping days, as people try to spread the load over five or six pay days.

Setting up a regular timetable of shopping trips, or a varied selection of local centres, will pay dividends. Shoppers, particularly housewives, are creatures of habit and will come back for a second trip if the first was good.

It's good business for the operator, with rural school buses more than adequate for local runs, and the timing perfect - once the kids are at school, housewives can shop, but have to be back in time for their return.

And the crowd are, of course, clean and well-behaved!

Operators could also choose to do something more ambitious. Perhaps link an educational trip for a school with a parents' shopping day - perfect in good tourist locations such as York, London, Manchester, Nottingham or Liverpool.

Shopping centres also make good last-minute venues tacked on to the end of extended tours late in the year. A couple of hours spent in the city centre give clients a chance to get that souvenir and tackle a little Christmas shopping at the same time.

Shopping centres can also make a destination in themselves. A weekend trip - shopping on Saturday with one night and visits to attractions Sunday - might be one possibility. And don't discount an extra overnight in London tacked on to the end of a cross-channel short break - there isn't too much choice of Christmas gift in the duty-free!

Many routes to cheaper advertising

CHRISTMAS shopping excursions rarely justify a big spend on advertising... but there are ways to make a few pounds go a long way.

Newspaper and local radio advertising is still good value for money. You may have some choice of timings for radio airplay. Pick times when your shoppers are at home doing the cleaning - 9 to 10 o'clock, lunchtime, and late afternoons.

You can insist on an advertising position within the newspaper. Display advertising carries a premium if it is not 'run of paper', i.e. to be placed in any position. If this option appears too expensive, try a classified advertisement in the 'Bargains for sale' column or similar.

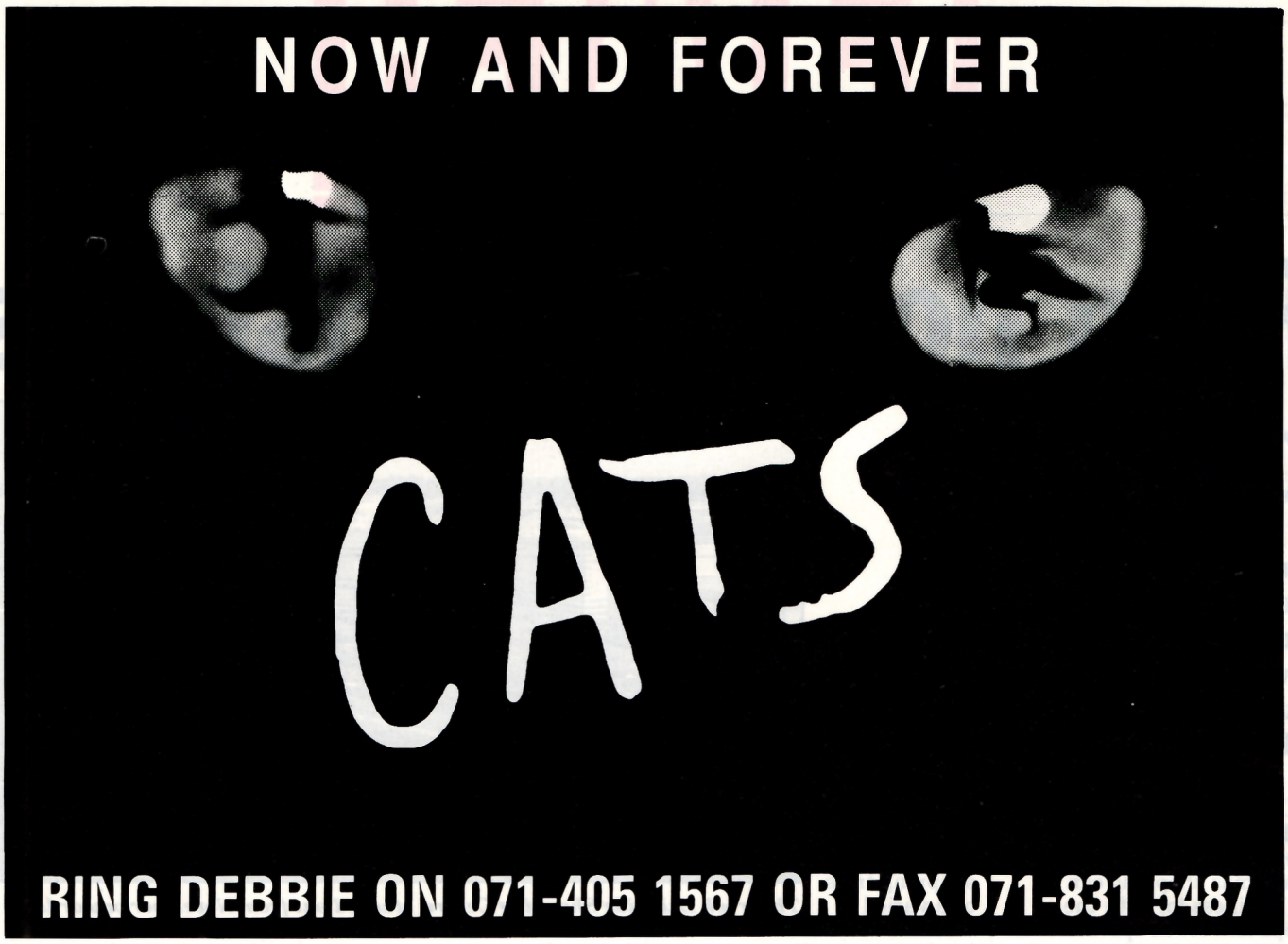
Mailshots are also good value. If you have a good client list, use it. If not, try leafletting on housing estates, old people's housing and other sheltered accomodation. These are the people who often NEED coach transport and appreciate the chance to get away from home for a day. For the same reason, make a call to local day centres for the elderly and handicapped offering your services.

Don't forget the value of charity. Offer to take a group of handicapped people shopping for free, and you may find that, apart from the warm glow you'll get, you attract a great deal of media interest. You could even approach the local newspaper offering a few seats as competition prizes; or you could kit your driver out in a Santa Claus outfit and put a Christmas tree in the coach... anything to attract attention.

Finally, you'll get better repeat business from shoppers if you give them something extra. A draw on every trip for a small prize might work, or a discount for booking more than one trip, or even a 'kids go free' offer. You may even be able to get discount vouchers from the shopping centre or a department store. Only a 'phone call will find out.

● **More Christmas shopping stories on pages 31 and 35.**

NOW AND FOREVER



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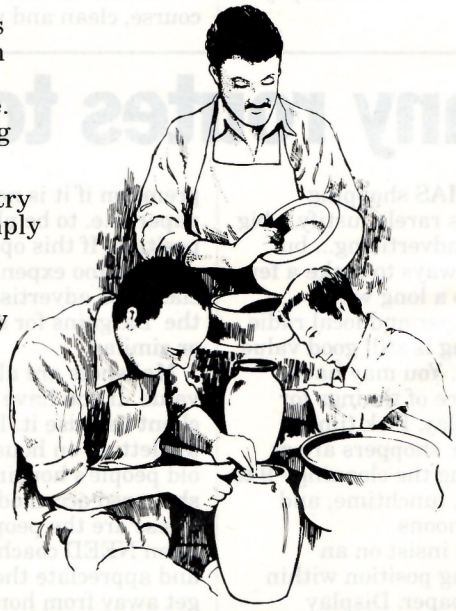
After relaxing over lunch or afternoon tea in our Craftsman's Pantry why not visit the famous Denby Factory Shop. Over 2,000 sq ft simply bursting with bargains just waiting for you. It's first come, first served with many special offers throughout the year.

The Visitors Centre is situated by the main entrance to the Pottery on the B6179 2 miles south of Ripley and 8 miles north of Derby.

For further information and latest update of Factory Shops special offers please contact the **Denby Shop on 0773 570684 7 days a week.** For Factory Tour information please telephone the **Tour Office on 0773 743644 7 days a week.**

It is advisable for Groups wishing to do the full Factory Tour to book in advance

* Details correct at time of going to press. *



CM310

Lakeside bridges the quality shopping gap

Tourism editor, Mark Williams, looks at a shopping centre that's proved a success during its first year and which is actively looking to the coach industry to help it enjoy a business boom this Christmas.

THE OPENING of the Dartford Bridge at the end of this month opens up Thurrock Lakeside shopping centre to south London and the South East.

Queues of traffic at the tunnel should now be a thing of the past, and the easing of congestion will make even trips from Kent no hassle.

Coincidentally, the bridge opening is also Lakeside's first anniversary... after a year in which shoppers have seemed intent on ignoring the recession. Lakeside is still growing, and the visitor figures make interesting reading.

Since Christmas of last year, it has added a further 40 shops, including a Disney Shop. Two new restaurants are about to open and weekly visits are averaging 250,000 - a figure which Lakeside predicts will be 500,000 by the New Year.

There are now around 240 shops on site. Aside from a huge car parking area, there are 250 coach spaces and a park and ride scheme which sets out every three minutes in both directions - a contract secured by Essex-firm Frank Harris Coaches with its Harris Bus subsidiary.

Lakeside is among the most ambitious of all shopping centres, rivalling better-known sites such as Gateshead's MetroCentre. The sheer scale of Lakeside is an eye-opener for anyone who has not yet visited it.

With coach travellers forming more than five percent of last year's visitors, marketing manager, Sarah Harrison, is well aware of the potential of more coach traffic and says Lakeside has set its sights firmly on the PSV market this festive season.

'We already pull visits from Maidstone and as far away as Dover,' she told *Coachmart*.

Lakeside shopping centre: celebrating its first anniversary.

'The opening of the bridge should bring even more in.'

To keep the shoppers happy, the centre has this year engaged an act from the Stone Age - it's Fred Flintstone's 30th birthday, and the whole family will be keeping up the flagging spirits. Animated displays from Wilma, Barney, Bam Bam and Pebbles will keep the children wide-eyed. Santa will be dispensing presents for £2 a shot (£5 for a present and photo souvenir) and adults will be entered in a competition.

The competition is for Air Miles. Spend £100 in Lakeside, and you enter a draw with 35 prizes of 2,200 Air Miles... enough to get to Paris for the weekend. At the end of the promotion, 28,000 Air Miles are on offer, enough to take you round the world.

The traditional festive atmosphere will be created with the usual decorations, a massive tree, carol singing and charity stands.

What can Lakeside offer groups? A free giant shopping bag for a start, exclusive to coach parties. The driver gets a £5 voucher for a meal, and a free ticket to visit Warner's seven-screen multiplex cinema which opened a short time ago.

The operator can look forward to a massive regional advertising campaign with TV, radio and newspapers paid for by Lakeside. Awareness of the centre should be at its peak in the run-up to Christmas.

For his own use, he can get a promotional video to show to prospective groups or en route to Lakeside on the coach.

'Last year we were getting around 60 coaches a day,' said Sarah Harrison. 'Now we have got House of Fraser and the Disney Shop, we are hoping this will increase dramatically.'

Lakeside is suitable for everyone. Toilets are large enough for wheelchair access, and lifts operate to all floors. You can arrange for disabled people to be picked up at the north entrance. Children of three to eight-years-old can be looked after at the creche for up to two hours.

Getting to Lakeside is easy. It's off the end of the M25 at junction 30, and it's well signposted. Passengers are dropped off at the north entrance next to Debenhams. They then return to the coach via shuttle bus.

After parking, the driver takes the shuttle to the centre or can use the rest room, which has TV and soft drinks. Passengers use the shuttle to get back to the coach.

More details from 0708 869933, Fax: 0708 865870.

Lakeside: gateway to a shopper's dream with approximately 240 shops.

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New sea life attraction goes back to schools

THE SCHOOLS market is being targeted heavily by Norfolk aquariums at Hunstanton and Great Yarmouth.

The Kingdom of the Sea is the new name for the former Sea Life Centres, acquired by a former director's new group Pleasureworld Ltd - which also controls Pleasurewood Hills - early this year.

To encourage more school visits, the attractions are producing resource packs for children and teachers to use and giving special rates. The package was endorsed by Stalham school Sutton First after a recent visit.

'We'd had one of the dads at school the day before the visit talking about fish,' said head teacher, Pauline Andrews.

'For stimulation and impact, the visit to the Kingdom of the Sea was unbeatable. I am delighted just how much the children learned. They loved the opportunity to see the fish really close up and actually touching creatures like starfish and crabs.'

The school had been invited to Kingdom of the Sea at Great Yarmouth as special guests after winning a competition to design a flag to fly over the centre.

Details of the Kingdom of the Sea are available from Great Yarmouth, on 0493 330631, or Hunstanton, on 0485 533576.

Blackpool invitation for all coach operators

RESORT group First Leisure is issuing an open invitation to operators for a trip to Blackpool - where news of the company's 1992 coaching deals will be announced.

The November 3 audio-visual presentation at the Winter Gardens Pavilion Theatre starts at 11 am with drinks. Lunch is provided.

Titled 'The Road to Profit', the meeting will help explain what First Leisure has planned for Blackpool, Llandudno, Rhyl, Trecco Bay, Southsea, Eastbourne, Great Yarmouth, Bowness and Scotland, where it has its interests.

Details are available from First Leisure, Tel: 0253 23925, Fax: 0253 25164.

Chapman buys back his old company from broker group

INSURANCE group, Chapman Stevens, has been bought back from the Sedgewick Group by founder Brian Chapman.

The coach insurance specialist was set up 25 years ago and had soon built to a degree when it caught the interest of international brokers, Sedgewick.

Now, in its silver jubilee year, it is back in the hands of Mr Chapman, along with directors Brian Hamilton, John Stevens and Steve Hawkins: 'It is very fitting that Chapman Stevens should again become an independent company,' said Mr Chapman.

'We shall be launching a number of exciting new products at Coach & Bus '91, and we are looking forward to further growth and development of our business in the future.'

Chapman Stevens can be contacted at its High Wycombe office on 0494 444346, Fax: 0494 530876.

SHROPSHIRE Tourism Consortium's Jacky Brookes will be on hand at Coach & Bus '91 to promote the Shropshire and Severn Valley's brochure of ready-made tour itineraries. The programme has been co-ordinated by Chris Goode, of Good Connections, who says: 'Organisers have only to dial one number and leave the rest to us. What could be easier?'

£100,000 to go up in smoke at Alton Towers

ALTON Towers' annual fireworks display includes a laser light show when it is staged on November 2 and 3. The event sees £100,000 go up in smoke from 7 pm onwards. **Visitors can book for the show by phoning 0538 702200.**

Duxford stages last air display

THE last major air display of the year takes place next week at Duxford, on October 13.

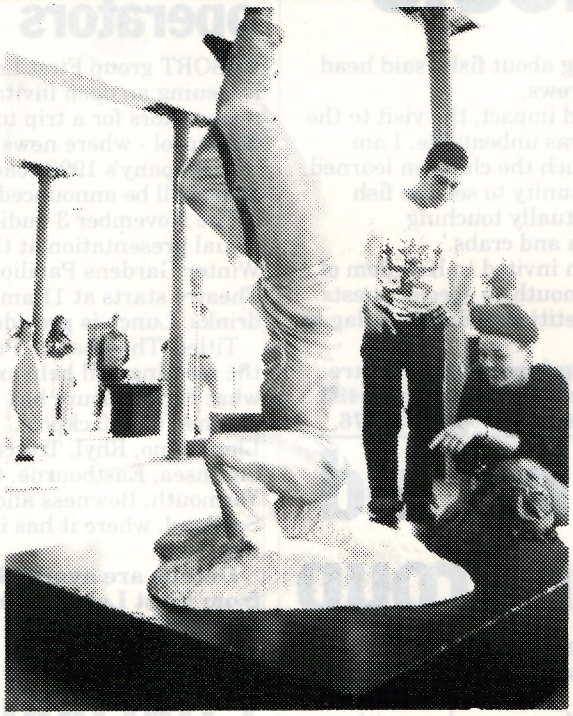
The Sunday event starts at 10 am, with a 2 pm flying display which will include the Spitfire, Fury, Thunderbolt and B17 bomber 'Memphis Belle.' A Messerschmitt Bf109G fighter will be making an appearance.

Other aircraft on display will be a Catalina flying boat, Vampire, Harvard, Yak II, Storch, The Military Auster Team, Chipmunk, and Jungmeister. Concorde will be open to the public as will a large number of other exhibits.

Tickets are £6 adults, £3 for children at individual rates with negotiable discounts for groups.

Full details are from Duxford, Tel: 0223 833963, Fax: 0223 837267.

NOT SURPRISING...



Thought provoking, certainly. Innovative, definitely. But then this is a fairly ordinary exhibit at Treadwell's Art Mill in Bradford, where the art of the extraordinary is common place...and dimensions are superhuman.

You will also find the largest cinema screen in Britain at the National Museum of Photography, Film and T.V. Visit the home of the Brontë Sisters at Haworth and experience the panoramic beauty of the finest scenery in the World.

Taste authentic Asian foods in the many ethnic restaurants, followed by a visit to the Sooty Museum, or a tour of the famous Mill Shops. The possibiliites are endless.

Taken by surprise?

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Prices - Sat Nov 30th - £18.50, £15.50, £13.50
Mon Dec 2nd to Sat Dec 14th at 7.30pm and Sat Dec 7th
and Sat Dec 14th at 2.30pm - £22.00, £18.00, £15.00
Thurs Dec 5th & Thurs Dec 12th at 2.30pm - £15.50, £12.50, £10.00

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MetroCentre - has more to offer Xmas shoppers

GATESHEAD'S MetroCentre is more than just a shopping centre. With 10-pin bowling, cinema and the MetroLand fun park, it's a genuine family day out.

The 135-acre site makes it the largest shopping centre in Europe. Opened five years ago, its popularity with the North East's shoppers can be gauged by the continued growth - in 1990, more than seven million vehicles visited. Coach visits rose a staggering 30 percent from 1989 to '90 to total almost 9,000 coaches, averaging 37 passengers each.

The popularity of Christmas visits is underlined by the fact that there were two-and-a-half times as many coaches visiting by November as there were in summer. More than half the shoppers were women, and more than half in the upper socio-economic groups.

The figures are impressive, and with an estimated three million people within an hour's drive of the centre - especially with the new A1 extension nearby - that's not really surprising. In 1990, the estimated turnover of MetroCentre was £500 million.

The interior of MetroCentre contains four main areas, Roman Forum, Garden Court, Mediterranean Village and Antique Village themes. Each has a different collection of shops.

Inevitably the major chain stores are well represented but smaller units and even barrows bring some variety to the choice. There are around 50 eating places.

New additions to the stores include giant toy shop chain Beatties - which MetroCentre hopes will beckon Christmas shoppers along with extensive decorations including a 40-foot Christmas tree.

Access to MetroCentre couldn't be easier. It's off the new A1 extension and is well signposted.

Unlike Lakeside, the park is adjacent to the shops - a bridge spanning the gap. Disabled enter the bridge via a lift.

A new bonus for coach drivers this year is Allen Birkett - a well-known face in the north-eastern bus scene. Allen has been drafted in as coaching manager to ensure everything goes smoothly for operators using MetroCentre.

Details of MetroCentre are available on 091 493 2040.

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Gateshead MetroCentre: the largest shopping complex in Europe.

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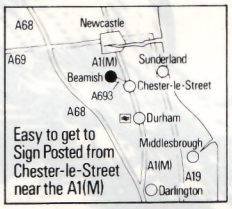

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OPEN DAILY

THE HISTORIC DOCKYARD, PORTSMOUTH

Heseltine to open latest exhibition

ENVIRONMENT Secretary, Michael Heseltine is to open the second phase of Catalyst - the Museum of the Chemical Industry.

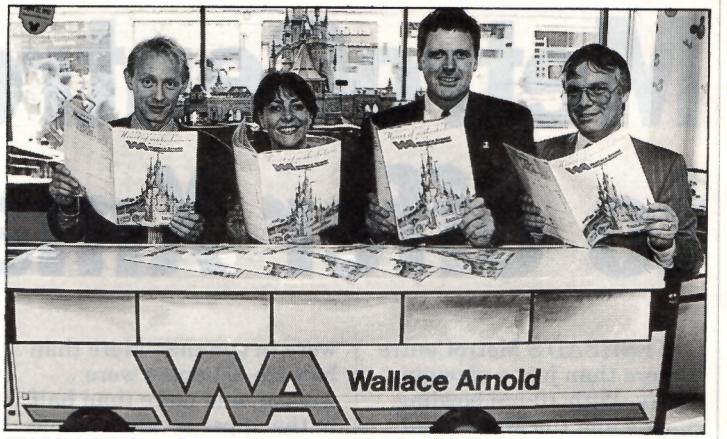
The spectacular educational exhibition at Widnes, in Cheshire, first opened its doors in 1989 and was an immediate success with school groups. The all-glass gallery in a 19th Century alkali works gives an all-round insight to the chemical industry.

Now the second part of the exhibition - named Scientrific by a schoolboy following a nationwide christening competition - adds even more topics to the programme. Like the rest of the museum, it is developed in line with the National Curriculum, and teacher/student resource material can be provided if prebooked.

Catalyst is privately and publicly funded to the tune of £6 million, around a quarter of which has so far come from the chemical industry. But despite its costliness, admission is remarkably low - just £2 adults and £1.25 children at individual rates. Group rates can be negotiated.

Further development will provide still better education facilities, a shop, cafe and conference centre. The latest phase opens at the end of October.

Details from Catalyst, Mersey Road, Widnes, Cheshire WA8 0DF, Tel: 051 420 1121.



WALLACE Arnold celebrates its deal with EuroDisney (Coachmart, September 26). Wallace Arnold product manager, Ben Peters, EuroDisney sales manager, Elizabeth Forbes, EuroDisney sales director, Tom Allen, and Wallace Arnold overseas director, Paul McTiernan (left to right), check the new brochures just before they go on to the travel agents' shelves.

Sealink Stena at full steam ahead for corporate meetings

SEALINK Stena is claiming it has launched a major assault on the conference and incentive market with new packages for corporate clients.

A new division, Sealink Stena Line Business Conferences, can provide everything from on-board fashion shows, launches and exhibitions to private charters. The introduction of business class lounges on board - equipped with Fax, photocopiers and Vodaphones - should ensure a real working atmosphere, says Sealink Stena.

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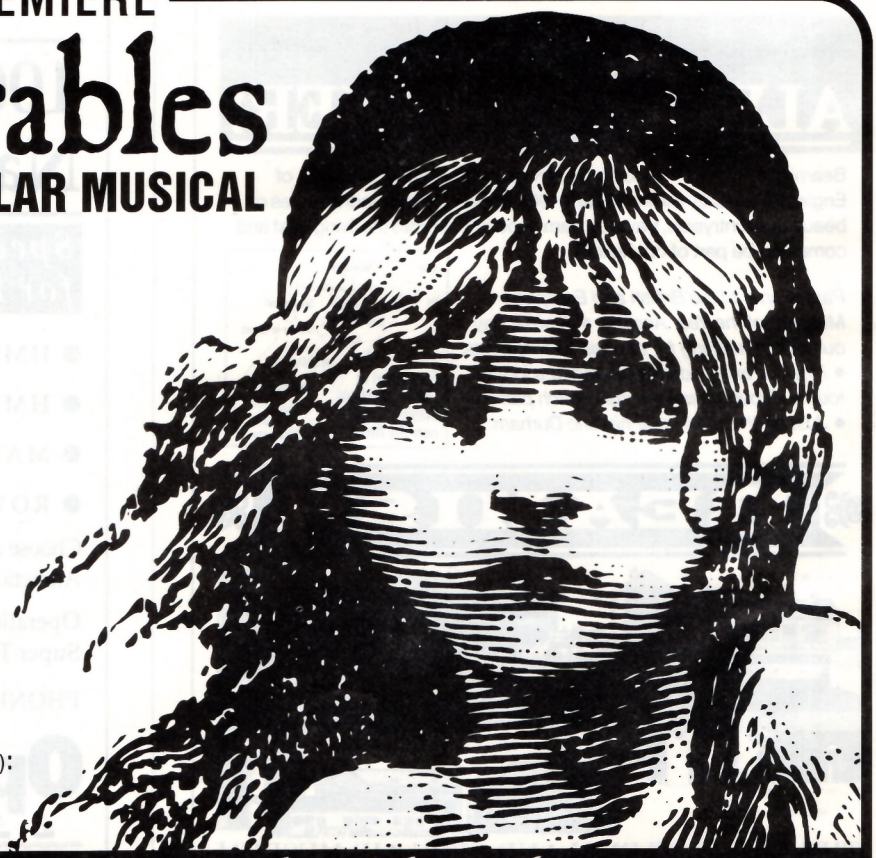

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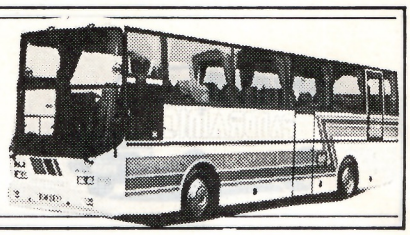

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OPEN FOR CHRISTMAS with special **CHRISTMAS THEME** now taking bookings for **1992.**
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Telephone Tenby (0834) 2377 ask for Malcolm Thomas
APRIL+ OCTOBER '92 4/5 nights mid week **£15.00 + VAT**

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53 fixed semi recliners, one star body, full soft trim, spare coach, surplus to requirements, immaculate throughout.
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46 recliners, toilet, continental door, double glazed, Webasto, engine overhauled on 26/9/91, £4,000 guaranteed.
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12 months test and taxed, owned by us since new, good condition, clean inside and out. Sale due to update of fleet.
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(21930/BB)

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1982 DAF MB200 PLAXTON SUPREME GT
53 reclining seats, excellent condition.
£25,000
This vehicle has been maintained to a very high standard.
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1982/83 NEOPLAN CITYLINER MERCEDES V8
49 reclining seats, toilet, video, coffee machine, telephone. Excellent for tour work.
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CLEVEDON MOTORWAYS
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BRISTOL LH 1978
Plaxton Supreme, 45 seater, new Leyland 401 engine, 5,000kms only, 12 months MoT, excellent condition interior/exterior.
Offers or part exchange considered for Midi/Bus/Coach with power door
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(21840/BAR)

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Centre stairs, double doors, MoT 5/92, excellent for year.
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FORD R1011 DOMINANT II, 47 seat service bus, 1983 Y reg, very good condition, tested until August 1992. **£9,500 + VAT ono**
FORD R1114 PLAXTON, 53 seater, 1981 W reg, radio/PA, new MoT, good condition. **£8,750 + VAT**
Lamcote Motors
0602 333333
(21869/BAR)

AEC

1977 AEC 760 ZF gearbox, 55 seats, 12 metre, MoT May '92, damaged front, **£1,500 ono or will break. Tel. 081 311 7341.** (21936/AEC)

1979 DOMINANT II Express 760, s/a, 53 seats, heated windscreen, curtains, taxed and tested to 1/3/92. Hi-line needed, hence sale **£5,500 plus VAT. Tel. 081 845 6637.** (21878/AEC)

BEDFORD

1983 BEDFORD YNT 11m DUPLE DOMINANT III
53 seats, recon engine 8/90, full MoT, Telma, speed limiter, double glazed, stereo, radio cassette.
£13,000 + VAT
Tel: 021 359 8877 No P/X
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1981 BEDFORD
YNT Turbo Duple Dominant III, 53 seater Express, 2 pack white, unlettered.
£8,250 + VAT ovno
ACCORD COACHES
(0273) 430665
(SUSSEX)
(21932/BE)

BEDFORD PJK 29 SEATER, 1982
12 months test and taxed, owned by us since new, good condition, clean inside and out, sale due to update of fleet.
£9,500 + VAT ono
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(21850/BE))

1975 PJK Plaxton Supreme, power door, new retrim, Blackpool trim shops, fairly good condition, MoT November, new test applied for. **£3,500 + VAT. Tel. (0623) 861096.** (21843/BE)

1977 Bedford YMT Moseley Estoril II, 53 seater, body in above average condition, MoT October '92. **£3,850 + VAT. Greys of Ely. Tel. (0353) 662300.** (21841/BE)

1980 BEDFORD PJK, 29 seater, very good condition, only 205,000 km from new, all white, unlettered, 12 months MoT, must be seen. **£6,750. Tel. 059787 226/207.** (21880/BE)

1979 (V) YLQ PLAXTON, 45 seats, MoT November 1991, surplus to requirements, power door, nice interior. **£4,000 + VAT. Sanders Coaches, 0263 712800 (Norfolk).** (21881/BE)

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1986 BEDFORD YNT PARAMOUNTS
53 seaters, low mileage, one owner, usual extras, immaculate condition, choice of 2, Part exchange and time wasters welcome.
Tel: 05242 41330
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2 X 75/76 BEDFORD, 53 seater coaches, MoT March and August '92, **£3,500. Tel. (0483) 860554.** (21929/BE)

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1985 Bova Futura. Tax and tested March 1992, 48 recliners + courier, double glazed, curtains, centre sunken toilet, bunk, Webasto, AC fridge, hot and cold drinks, radio/PA/cassette, TV, etc, **private plate worth £1,000. £39,850 ono + VAT. P/X considered. Tel. (0786) 814319 or (0831) 637985.** (21928/BO)

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BOVA FUTURA
30/40 seats, 3 monitors, video, toilet, coffee machine, kitchen, fridge freezer, microwave, alarm, air conditioning, tables, MoT.
£55,000 + VAT
Finance available subject to status
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(21911/BOV)

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Tested 1yr 51R + Courier. Carpet, curtains, radio, PA, TV, coffee machine, toilet, phone, etc. Recon engine, new clutch, brakes and more. Very good tyres, very good worker.

£32,500 + VAT

Part Exchange Considered

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(21788/DAF)

1984 MB200 A REG DUPLE LASER

57 seater, power door, radio/PA/cassette, excellent condition throughout.

£30,000 + VAT

Telephone: 0670 813745

(21765/DA)

1982 DAF PLAXTON MB200

51 R, curtains, tinted windows, courier seat, good condition, MoT April '92.

£17,750 + VAT

Tel: 0279 435890

(21944/DAF)

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49 seats, recon engine, TV, hot water, toilet, double glazed. **£35,000 + VAT,** p/x considered, HP possible.

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(21919/DAF)

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LEYLAND double decker, 72 seats, MoT until July 1992. **Daimler** double decker with Gardner engine, 74 seats, MoT until August 1992. **£3,800 each. Tel Martindale Coaches on 0740 651500.** (21778/DD)

WANTED: Bristol VRT/SL3 (Gardner), min 74 seats and six month test, exchange (with cash adjustment) Leopard/Plaxton Exp., 49 seats, tested April 1992. **Tel. 0730 813304 (Sussex).** (21912/DD)

DUPLE

1987

DUPLE 425

Cummins/ZF automatic, 46 recliners, 3 x TV monitors, wired for video (not supplied), toilet, galley with fridge, water boiler, sink and cupboards, rear continental door.

£45,000 + VAT ono

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(21582/DU)

FORD

1978 FORD

53 seater, R1114, MoT Aug '92, taxed, good condition.

£4,500 + VAT

Duncan's Coaches Ltd (0480) 453863

(21806/FO)

1984 FORD PLAXTON PARAMOUNT 3200, full executive, recent new engine, 49 reclining seats, fully overhauled and resprayed, tested 7/92, excellent condition throughout, **£25,000 + VAT. Tel. (0494) 816159.** (21501/FO)

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1979 (V) Ford T152 Plaxton, 33 E-seats, power door, radio/PA, side locker, curtains, new MoT, **£8,500 + VAT. Tel. (0379) 898202/642684 (Norfolk).** (21926/FO)

1981 FORD R1114, 53 seats, curtains, tinted windows, full year's MoT, taxed 6 months, **£6,000. 1981 FORD** R1014, 45 seats, tax and tested, **£6,000.** Both vehicles in very good condition and ready to work. **Tel. (0786) 823099 or Mobile (0836) 702484.** (21888/FO)

1979 FORD DOMI II

8 Mtr, 33 semi-reclining seats, tinted windows, continental door, MoT March 1992, good condition. **£7,950 + VAT ono**

1979 53 SEATER

FORD PLAXTON SUPREME, MoT January 1992, taxed, in daily use, good condition.

£5,950 + VAT ono

Both owner driven

Tel. (0272) 501722

(21873/FO)

1976 FORD PLAXTON SUPREME II, 53 seater, new engine, new clutch, new MoT, very good condition for year, **£3,500 + VAT. Please tel. (0205) 354804.** (21920/FO)

LEYLAND

1971 680 Leopard Plaxton Elite, MKIV Supreme front, 49 retrimmed seats, power door, recon gearbox, Storno radio fitted, tested 12 months, exceptional condition throughout, **£3,150 + VAT. Tel. (0772) 673119 Preston. Mobile (0836) 220781.** (21925/LE)

1984 TIGER PARA 3500, 53 rec, new engine approx 100,000 miles, clutch 6,000 miles, 12 months MoT. **£28,000 + VAT – sensible offers considered. King of the Road Coaches, Worthing. Tel: 0903 34010/200245.** (21658/LE)

LAG

1986 (Oct – D) LAG PANORAMIC

49 seats/toilet, etc, usual LAG package. Used exclusively on own up-market holiday programme. Choice of 2 both in excellent condition.

Offers around £51,500 + VAT.

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LEYLAND 245 TIGERS

Semi-autos, long MoTs.

1983, Y reg, DOMINANT IV, 53 seats.

1983, A reg, PLAXTON 3200, 44 recliners, toilet and servery.

1985 B reg PLAXTON 3200, 50 recliners.

1985 C reg PLAXTON 3500, low driver, 49 recliners and toilet.

1985 C reg PLAXTON 3500, low driver, 44 recliners, toilet and servery.

All in white. **Prices from £20,000 to £40,000 + VAT.**

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(21581/LE)

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MNC 501W. Leopard PSU 5D/5R with ZF box and Duple luxury 50 seat body, tested to mid December.

SND 84X. Leopard PSU 3B/4R Special, pedestal change with Duple 51 seat coach body, tested to January 1992.

TWH 686T Leopard PSU 3E/4R, pedestal change with Plaxton 51 seat coach body, Bristol dome and bus Grant doors, tested to March 1992. Not available until the end of November.

To view or discuss, contact

David Whalley or Geoff Ryan on (0524) 424555 (21884/LE)

1982 TIGER 218 DUPLE DOMINANT IV

53 seat coach, choice of two, radio, PA, curtains, Telma, Webasto, MoT January 1992/October 1992, excellent throughout.

Offers around £19,000 + VAT each (Tyres extra)

Tel: 0206 764029

(21780/LE)

1986 Leyland Cub Optare, 33 seats service bus, destination, auto, power steering, power door, semi-coach seats, excellent condition. Choice of two. **Offers please. 1980** Leyland Willowbrook, semi-coach seats. **Offers please. Tel. Blythswood Motors 041 221 3165.** (21921/LE)

1980 LEYLAND LEOPARD PLAXTON, 49 seater, repanelled and repainted, all white, speed limiter, good coach. **£9,000 + VAT. Tel. 061 477 3325.** (21876/LE)

LEYLAND

1979 V REG LEYLAND LEOPARD DUPLE DOMINANT II

49 seats, recent re-trim, Webasto heating, service door, fitted with Henderson Hideaway tail lift carries 4 static chairs + 40 passengers, excellent mechanically, MoT May 1992.

£11,500 ono + VAT

Telephone: 0698 359911

(WISHAW, SCOTLAND)

(21786/LE)

1984 TIGER CARIBBEAN, 55 rec, tints, blinds, new engine 81,000 miles, clutch 8,000 miles, diff 6,000 miles, 12 months MoT. **£27,000 + VAT – sensible offers considered. King of the Road Coaches, Worthing. Tel: 0903 34010/200245.** (21656/LE)

REBODIED LEYLAND LEOPARD to Plaxton Paramount 3200, 53 seater in November 1989, COF April 1992, air door, radio etc, beautiful condition, surplus to requirements, reg no. AEH 227A. **Only £17,000 + VAT. Tel: 0371 872644 anytime.** (21847/LE)

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(Service Bus)

1978-1979 for sale.

Tel: 0226 727769 days or 0226 716166 eves

(21865/LE)

1978 Leyland Leopard semi-auto, Duple Express, **£5,000 + VAT. Tel. Lincoln (0522) 722705 or 721797 or 721863.** (21903/LEY)

LEYLAND NATIONALS, all tested, in daily use, choice 4 & 52 seater with standees. Prices from **£3,000 each + VAT. Tel. 0484 545241.** (21910/LE)

LEYLAND

1987 APRIL LEYLAND TIGER

260 Duple 340, 48 seats, power door, courier seat, toilet, servery & drinks machine, MoT Dec '91.

£32,500 + VAT

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1973 LEYLAND Leopard Alexander service buses, 53 seats, current MoT at **£3,000 each + VAT. Choice of 2. Tel. (0501) 51316.** (21854/LE)

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MAN SR 280 1980

P/P, 53 recliners, really reliable vehicle, full year's MoT, taxed.

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52 seaters (rec), long MoT, radio, PA, cassette, painted your choice.

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1984 SKYLINER DOUBLE DECKER, 73 SEATS

Blue interior, white/orange/blue exterior, Mercedes Benz V12 with ZF 6 speed gearbox.

£37,500 + VAT

1983 CITYLINER SINGLE DECK, 49 SEATS

Red interior, white/orange/blue exterior, Mercedes Benz V12 with ZF 6 speed gearbox.

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Both vehicles are in good working order and in daily use. They are to full executive specification and have current test certificates. An amount of coachwork could be available with the vehicles, for the right Operator.

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Runcorn 0928 564515

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1984 SCANIA JONCKHEERE, 49 seater, mint condition, every extra. **£38,000 + VAT. Tel. 061 477 3325.**

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1984 VOLVO B10M

Jonckheere P599, full specification, excellent condition. Bargain at

£33,000 + VAT

Telephone: 0286 870880

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Full executive, 49 recliners, twin screen video, coffee machine, centre toilet and washroom, mint condition.

~~£61,950~~

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1986, 49 recliners + courier, curtains, carpets, TV, toilet, coffee machine, fridge, driver's bunk, full air conditioning, double glazed, Webasto & Voith, first class condition.

£57,500 + VAT

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2 x 1980 VOLVO

B58 PLAXTON SUPREME. 48 recliners, two tables, test 1.4.92

£10,500 each

Gartmore Commercial Vehicle 08772 395. Mobile 0836 557530

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1983 PRIVATE PLATE HI LINE SETRA 215 HD

Superb condition, 49 recliners + courier, toilet, coffee machine, 2 x TV video, voith, Webasto, air suspension, bunk, just sprayed, twin pack white.

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1984
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B10M DUPLE CARIBBEAN
49 reclining seats + courier. Toilet, coffee machine, radio/pa. Wired for video, MoT 6/92
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57 seater, side locker, tinted glass, radio cassette PA, power door, brown moquette, speed limiter, long MoT.
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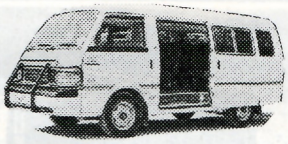
THE Howlett's mazda BUS



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NEW CRUSADER
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Specification includes 48 fixed coach seats, saloon toilet, tinted double glazing, curtains, full moquette/carpeted interior, radio/PA, power door, etc.
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Sherpa LWB 350 2.5 diesel Dormobile, 20 + 2 standing, moquette seats, Eberspacher heater, electric entrance doors, MoT February 1992.
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★ SELECTED NEW & USED MINIBUSES ★

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FULL STAGE SPECIFICATION CARLYLE BODIED MINIBUSES WITH CURRENT PSV

1986/7 'D' SHERPA, 16 seat, from....**£4,250**
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Mercedes 609D, 19 seat coach from **£27,645**
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Mercedes 814D, Midi executive coach to – various specifications **POA**
1988 E reg Freight Rover 300, 16 seat minibus

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Conversions on Renault, Ford, Talbot Express and Freight Rover vehicles

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QUALITY USED VEHICLES

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21 seats, monitor and boiler, radio cassette & PA, test August '92. **£26,000 + VAT**

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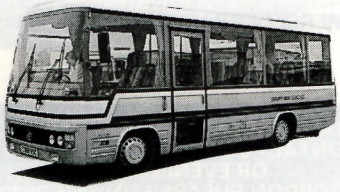
Diesel, 15 seat Executive conversion, underfloor luggage, 18,000 miles only, full MoT, superb condition. **£17,950**



1986 C OPTIMO GL, 19 reclining seats, radio PA & courier seat, excellent condition for year, full MoT test. **£17,500 + VAT**

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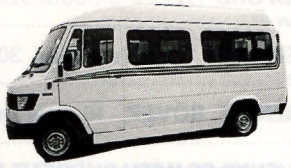
Diesel, 12 seats, M2M conversion, **£11,950 + VAT**



86 D MERCEDES BENZ 310
Petrol, radio & PA, high backed seats, luggage racks, **£8,000 + VAT**

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19 seat + courier, radio cassette base white exterior, excellent condition, **£18,500 + VAT**

1987 D FREIGHT ROVER 350
Diesel, Carlyle conversion, base white exterior, **£7,500 + VAT**

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MINIBUSES

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NEW STOCK

811 TURBO MERCEDES. PMT AMI front or Mercedes front, 33 seat, wide body; coachbuilt with power glider door, large boot, full width coach seats, high spec + standees. Stock.

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709 MERCEDES. PMT. 25 full width coach seats, power door glider, large boot + standees. Stock.

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USED

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1986 BEDFORD YNT Paramount 3200, low mileage, one owner from new ..... **£36,000 + VAT**

1978 BEDFORD YMT Van Hool 300 Series, 53 seater, good example ..... **£5,500 + VAT**

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ALL VEHICLES WITH CURRENT MoT AND MAINTAINED REGARDLESS OF COST

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49 seater Exec

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Supreme IV, 50 seats + toilet

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All vehicles are in excellent condition and have new MoTs

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1984 LEYLAND TIGER VAN HOOL, 50/52 seats, Execs, toilet, video, etc, MoT July 1992. **£31,000 each. Choice of two.**

1974 BEDFORD DUPLE DOM 1, 45 seats, Grant doors, MoT May 1992. **£2,000.**

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1976 BEDFORD SUPREME, 53 seats, Grant doors, MoT August 1992. **£3,750.**

1976 BEDFORD SUPREME, 53 seats, Grant doors, MoT December 1991. **£3,750.**

1978 BEDFORD SUPREME, 53 seats, Grant doors, MoT January 1992. **£4,500.**

1978 BEDFORD SUPREME, 53 seats, air doors, MoT March 1992. **£4,500.**

1979 BEDFORD SUPREME, 53 seats, MoT December 1991. **£5,750.**

1976 BEDFORD SUPREME, 53 seats, Mk IV front, recovered seats, MoT March 1992. **£5,000.**

1979 BEDFORD DUPLE, 53 seats, MoT November 1991 – will re-test. **£5,500.**

1977 FORD SUPREME, 53 seats, MoT November 1991 – will re-test. **£4,000.**

1986 IVECO CAETANO, 22 seats, video, curtains, MoT June 1992. **£16,750.**

1985 MERCEDES 509D, 16 seats, MoT February 1992. **£9,000.**

DECKERS

1975 LEYLAND, 76 seats, MoT September 1992. **£4,000.**

1971 DAIMLER/GARDNER, 80 seats, Alexandra body, MoT January/May 1992. **£3,000 each. Choice of two.**

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1973 DAIMLER/GARDNER, 83 seats, MoT expired but will re-test. **£4,000.**

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ALL IN EVERY DAY USE – ANY INSPECTION
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BEESTONS, IPSWICH
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(21918/UN)

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1981 MAN SR280 Exec, lowline, MoT April '92, 51 seats **£19,500**
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AEC REGENT V, last AEC to enter service, taxed class 5, MoT..... **Offers**

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Will take heavyweight standard 53 seater in exchange

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COACH SALES LTD.

1989 (G) DENNIS JAVELIN DUPLE 320, 53 seats, toilet, TV, video, MoT March '92.

1988 (E) MERCEDES 609D, Reeves Burgess, 20 bus seats, standees, power door, DST gear, MoT April '92.

1986 (D) CAETANO IVECO, 24 seats bus, manual, Telma retarder, one remaining. MoT June '92.

1986 (D) FREIGHT ROVER, 16 seats, 5 standees, p/door, MoT July '92.

1986 (C) FORD TRANSIT, 16 seater, luxury mini coach, MoT March 1992.

1984 DAF JONCKHEERE, 49 seats, toilet, TV, video, MoT March 1992.

1984 (A) MAN SR280, 53 reclining seats, rear continental door, radio, PA, all white, MoT Jan '92.

1980 BEDFORD YLQ DUPLE DOMINANT II, 45 seats, power door, MoT March '92.

1979 (T) BEDFORD YMT SOLD Dominant bus body, 59 seats, luggage pen, M[illegible] '92.

1979 (T) FORD 360 Turbo, Duple Dominant II, 45 seat coach, MoT Oct '91.

1978 (S) LEYLAND NATIONAL, 49 seats, 22 standees, MoT April '92.

1977 (R) LEYLAND NATIONAL, 49 seats, 22 standees, MoT March '92.

1976 FORD PLAXTON ELITE, 53 seat coach, MoT Nov '91.

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Fax 041-777 8138 Evenings 041-775 1884
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1984 Paramount 3500 Tiger 245 Exec, good condition, new MoT **£29,500**
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1983 Paramount 3200 Tiger 245, 53, express, vgc, MoT, repainted white **£27,500**
1981 Plaxton Volvo B58, 12 mt, 53 seats, vgc, new MoT, panelled and painted **£17,500**
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P/X considered, finance available, existing HP settled (subject to status).
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N.D.Y for Quality Service, coach repairs and painting, floor to roof refurbishing. Glass stockists.
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Plaxton Supreme IV, MoT 12/6/92. Taxed.
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Duple Dominant II, power door, Telma, MoT 21/9/92. Taxed.
£5,750 + VAT

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(21762/UN)

1984 MERCEDES Jetliner, full Exec, 49 seats ..... **£29,500 + VAT**

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1983 JONCKHEERE Double Decker, 68 seats, full Exec.... **£24,000 + VAT**

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GOOD QUALITY VEHICLES WANTED

1983 VOLVO B10M Paramount 3500, 4 star spec, 49 recliners, Exec, tested till Feb '92 ..... **£39,950 ono**

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1973 LEOPARD, MoT '92..... **£2,950**

FULL INSPECTION FACILITIES
PART EXCHANGE WELCOME
DISCOUNT WITH NO PART EXCHANGE
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LEYLAND LEOPARD SINGLE DECKER, 1982. **£9,000.**

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DAIMLER FLEETLINE, London, 1976. **£3,000.**

All vehicles have long tickets.

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All Mercedes 2 years warranty or 200,000 kilometres

NEW MERCEDES 709D, coachbuilt, 29 + 10 Dip Tac standees, power service door, 3 weeks.

NEW MERCEDES 814D Coachbuilt, 33 luxury, armrest, boot racks, power door. 5 weeks.

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NEW MERCEDES 410 and 408D, 16 high back face forward seats. Stock.

NEW TALBOT TRI AXLE, 22 + 7 standees, PSV, power door, service, moquette seats. Dip tack. stock.

NEW MERCEDES 814D, coach built, 33 luxury, power swivel door, large boot, 5 weeks.
NEW MERCEDES 709, manual, 29 + 10 standees, 3 weeks.
NEW MERCEDES 609D, 24 seats, large boot, stock.
NEW MERCEDES 609D, 24 c/seats, p/door, stock.
NEW TRANSIT 20, power door, power steering, air suspension, + 4 standees. Early.
NEW TRANSIT 16 Turbo, ELB, power door, 2 weeks.
NEW TRANSIT 16, Hi-roof, diesel, coach seats, stock.
NEW TRANSIT 16, diesel, 5-speed, s/door. Stock.
NEW TRANSIT, 15 seats, 5-speed, diesel & petrol, stock.
NEW TRANSIT 15, diesel, automatic, early.
NEW TRANSIT 16, diesel, sliding door, coach seats, high roof, coachbuilt, stock.
NEW TRANSIT 20, power door, plus 4 standees, diesel, 5-speed, choice coach or service seats. Early.
NEW DAF 400, 16 coach spec, u/floor taillift fitted and certified PSV, 7 days.
NEW DAF 400, diesel, 16 PSV, hi spec, stock.
NEW TALBOT 14, wheelchair ramp, diesel.
NEW TALBOT High roof, 14, luxury, stock.
NEW TALBOT 12 + driver, diesel PSV, stock.
NEW MERCEDES 609 24, UF, tail lift, stock.
NEW MERCEDES 410, 16 seats, luxury, stock.
NEW MERCEDES 408 Luxury, 16, stock.
NEW MERCEDES 308, Luxury, 12, 7 days.

ALL OPEN TO REASONABLE OFFERS

91 TRANSIT 20, power steering, air suspension, power door.
89 G TRANSIT, 15, PSV.
89 MERC 609, 24 + tables.
89 G TRANSIT, diesel 14, PSV
89 G TRANSIT, 15 diesel, SLD, tested.
90 TALBOT, 14 coach diesel, PSV.
89 G LEYLAND (TALBOT), 16 PSV, testing.
89 F ROVER 12 petrol, SWB.
88 (F) MERCEDES 609D, p/door, 26 coach seats.
88 VOLVO Jonckheere, 51, toilet, TV, d/glazed, low miles.

88 DUPLE 425 Cummins ZF6, Telma, fridge, 50 recliners, toilet, d/glazed, Webasto.

87 IVECO 18 seat, power door.
87 TRANSIT 12, Di, LWB, PSV tested.
87 TALBOT 12, diesel, 5 speed.
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86 PLAXTON 4000, 71 seats, DD Gardner, ZF auto.

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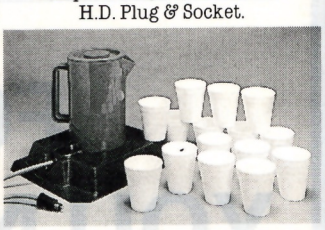

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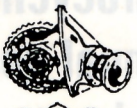

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